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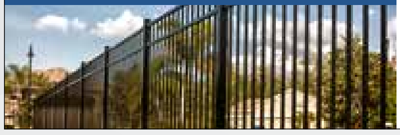

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76 Fence Expands into West Georgia

76 Fence is expanding its footprint in Georgia with new franchise locations opening in Douglasville and Newnan, marking the brand's continued growth across the state. The West Georgia territories will be owned and operated by longtime Douglasville resident and business leader Matthew Skuodas.

Skuodas brings more than 30 years of global experience in corporate BPO servicing and IT leadership, including a decade abroad where he honed a people-first management style rooted in collaboration and trust. Since moving to Douglasville in 2006, he has built strong connections within the community—relationships he is now eager to strengthen through his new business.

"I've been calling West Georgia home for nearly two decades, and I'm looking forward to bringing something new to our community," said Skuodas. "This franchise isn't just about fences, it's about building trust, creating opportunities, and strengthening our local neighborhoods. From the first consultation to a flawless installation, our team is here to make the process smooth and stress-free, offering thoughtful solutions, honest communication, and a fence you'll be proud of for years to come."

Since launching its franchise program in late 2023, 76 Fence has expanded rapidly with territories in Illinois, North Carolina, Tennessee, Georgia, and Texas, along with additional locations underway in Florida, Alabama, and elsewhere.

"From the moment we met Matt, we knew he was the kind of person who leads with integrity and puts people first," says Ed Samane, CEO of 76 Fence. "With his decades of experience and commitment to doing things the right way, we're proud to have him leading the charge and bringing our company values to life in West Georgia."

Greater Atlanta and the state of Georgia are key growth markets for 76 Fence, with more expansion planned in the months ahead.

To learn more about franchise opportunities, visit *76fence.com/franchise.*

Kebony Expands New England Reach with Rex Lumber

Kebony North America has tapped Rex Lumber Company to expand its distribution throughout the Northeast.

"Rex has shown to be an effective partner in the regions they cover for Kebony, and they wanted to continue to expand their reach," says Kebony North America director Andy Hehl. "Our two companies have agreed to grow their territory throughout New England as part of the dual distribution model we have set out to achieve. We are excited about this growth opportunity and look forward to what Rex can continue to provide in this market as well."

Rex Lumber Company is one of the largest wholesale tropical and domestic hardwood distributors and custom moulding manufacturers on the Eastern Seaboard. In business for more than 65 years, Rex services woodworkers, retailers, store fixture manufacturers and other companies that use hardwood lumber and moulding in manufacturing processes throughout North America.

Learn more at *kebony.com*.

ABC Supply Co., Inc. Acquires the Assets of Exterior Home Products, LLC

ABC Supply Co., Inc., the largest wholesale distributor of roofing and other select exterior and interior building products in North America, has acquired Exterior Home Products, LLC, a family-run business located in Columbus, Mississippi. This marks ABC Supply's fourth location in Mississippi, further strengthening its presence in the region and enhancing service to contractors across Northeast Mississippi.

Founded in 2002 by Melton and Brenda Knight, Exterior Home Products has been a trusted resource for builders and contractors in the Starkville-Columbus area for more than two decades. Known for its outstanding customer service and top-tier selection of siding, windows, decking, specialty millwork and gutter products, the company has built a strong reputation rooted in relationships and reliability.

"We're thrilled to welcome Exterior Home Products to the ABC Supply family," says Scott Toumbleston, Southeast region vice president. "They've earned the trust of their customers through years of dedication and care. We're proud to carry that legacy forward and continue building on the strong foundation they've created."

The Columbus location will continue operations as ABC Supply, with Jason Knight, son of the original owners, remaining on as branch manager. All current associates will be retained, ensuring a seamless transition and continued support for local customers.

To learn more, visit *abcsupply.com*.

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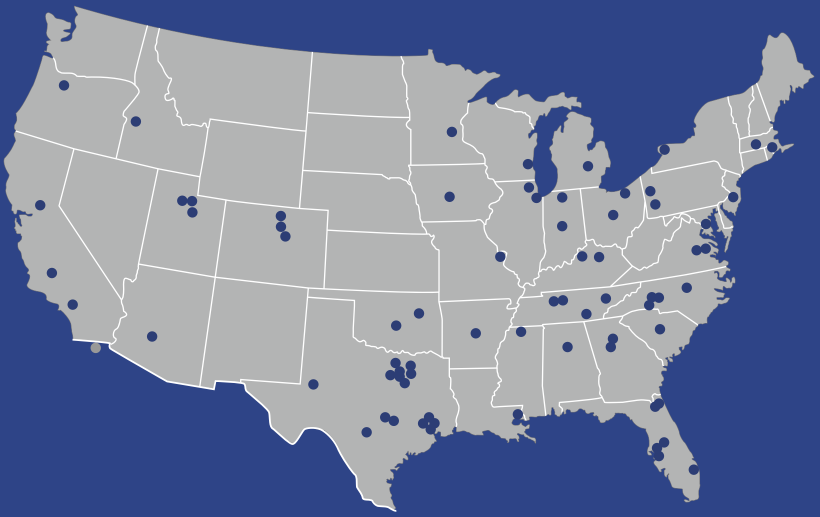

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Linda S.

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Michelle L.

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Todd R.

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James C.

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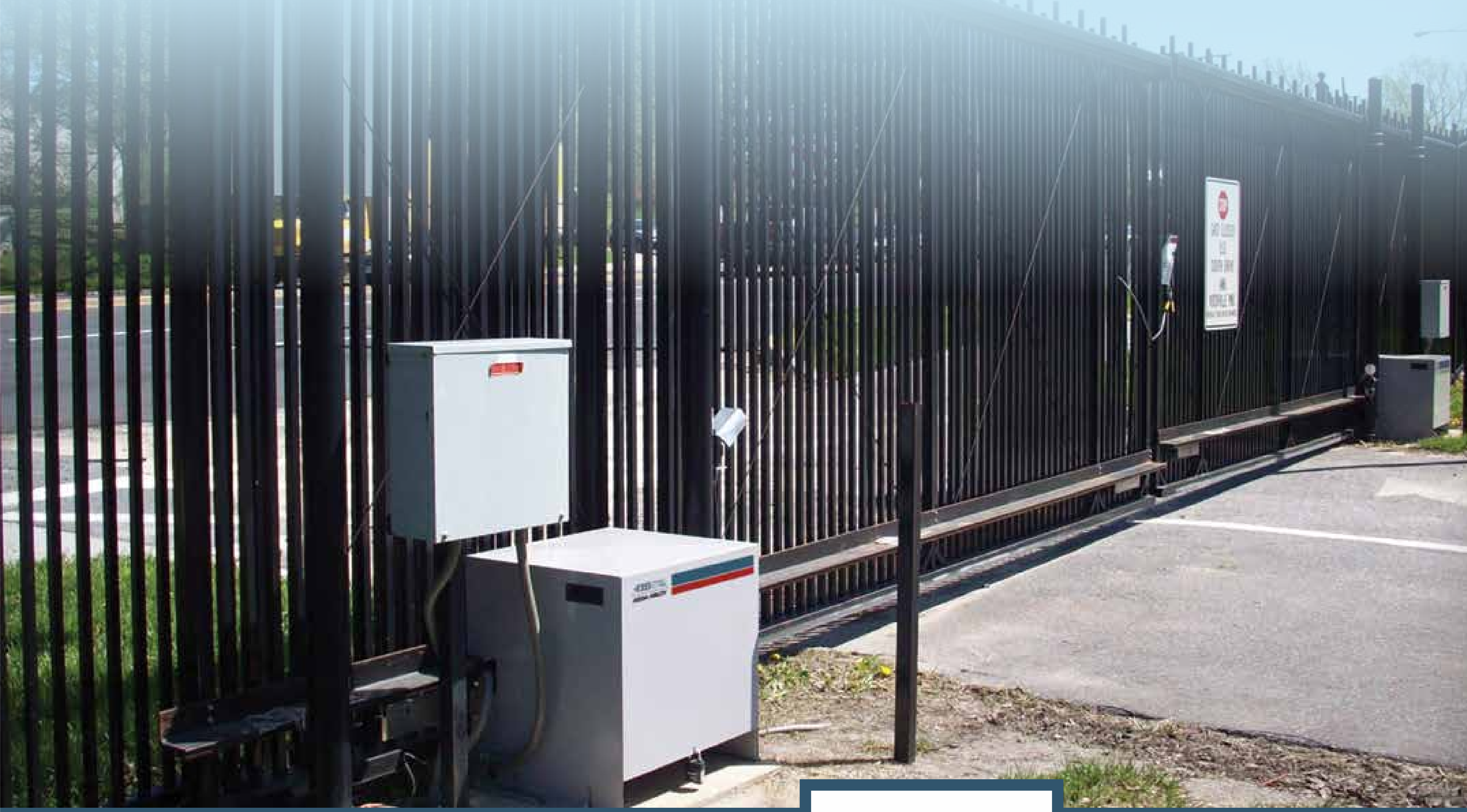

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ABMDA and Superior Aluminum Form Strategic Distribution Alliance

ABMDA, Inc., the nation's largest buying group exclusively serving independent two-step wholesale distributors in the building materials industry, has announced a new distribution agreement with Superior Aluminum Products.

This partnership represents another key milestone in ABMDA's continued growth and its commitment to providing distributor members with access to best-in-class products and trusted supplier relationships.

"Our association has established fairly strict parameters for any manufacturer to be considered as a potential supplier to our distributors," says Garry Tabor, executive vice president of ABMDA. "In our discussions with Superior Aluminum, it became clear that this is a company that shares our values. They believe that a promise made is a promise kept, and that shared success is the best kind of success."

Superior Aluminum is widely regarded as a best-in-class manufacturer with their extensive line of aluminum, fiberglass, and patented PVC Snaptite columns along with their custom aluminum railing with various infills & pre-boxed picket railing kits.

"Our members consistently seek out manufacturing partners who truly support the 2-step distribution model," Tabor continues. "Since 1956, Superior Aluminum has done just that—earning a reputation as a reliable, distributor-focused manufacturer."

Ryan Nichols, vice president of sales for Superior Aluminum, expressed similar enthusiasm about the new partnership. "We're excited to join forces with ABMDA," says Nichols. "Its membership represents the very best independent distributors in the building materials industry. We look forward to building a long-term and mutually successful relationship through this alliance."

To learn more visit *superioraluminum.com*.

Marshall Owens

DSI Announces a Territory Manager Addition

Digger Specialties Inc. (DSI), manufacturer of Westbury aluminum railing and other industry leading building products, has announced the addition of Marshall Owens to the DSI Building Products sales team. Owens will serve as the territory manager for the Rocky Mountain region. Along with sales responsibilities for DSI's aluminum and vinyl railing systems and architectural columns, his primary role is to provide sales representation and support to distributors, dealers, home centers and builder-contractors that promote DSI's industry leading products in the marketplace.

Owens is a seasoned professional in the building materials industry. For the past 23 years, he has experienced career advancement with a major building products distributor fulfilling roles as a territory manager, sales manager, branch manager and most recently as a regional sales manager. He has a distinguished track record of developing new business opportunities and providing organizational leadership in each of the positions he has held.

For information about DSI visit *diggerspecialties.com*.

Ben Shirley

AFA Names Ben Shirley Director of Marketing & Industry Relations

Ben Shirley has been named the director of marketing & industry relations for the American Fence Association (AFA).

Shirley joins AFA's team with over 30 years of experience in the fence industry, from hands-on installations in Arkansas to leading high-level growth strategies at Ameristar. He brings that deep experience to the American Fence Association with a clear mission: unify the organization's message, amplify its impact, and strengthen the connection between contractors and suppliers.

Learn more at *americanfenceassociation.com*.

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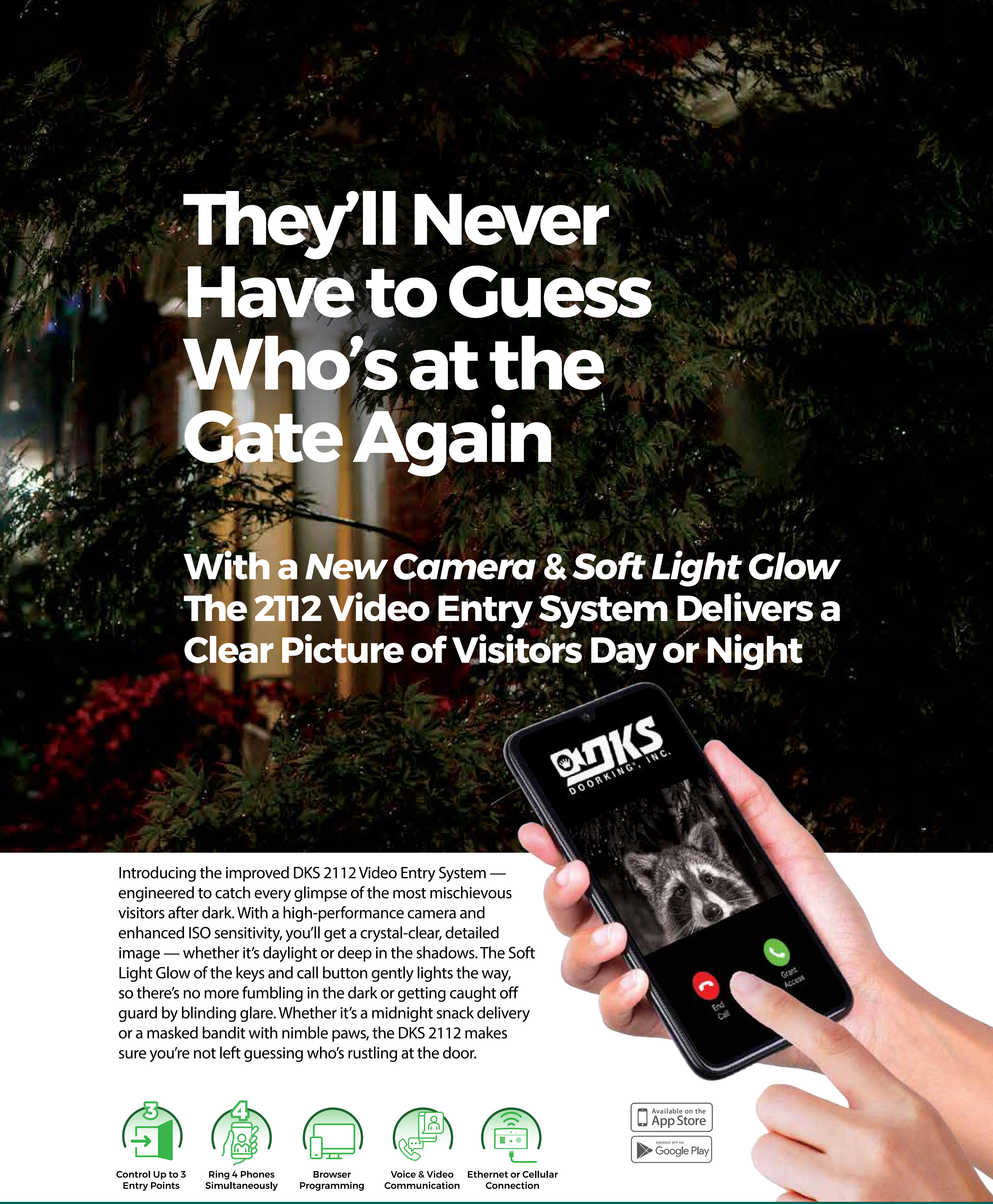

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ACCESS CONTROL: GATEKEEPERS OF SECURITY

From gates and keypads to cutting-edge smart technology, access control has become an essential part of modern perimeter security. In this special section, we highlight the latest innovations, practical solutions and industry insights shaping how contractors, businesses and homeowners manage entry with safety, convenience and confidence.

New Accuracy Benchmark Set with Launch of Eagle Eye Precision Person & Vehicle Detection

Eagle Eye Networks, a global leader in cloud video surveillance, has introduced Eagle Eye Precision Person & Vehicle Detection. This AI-powered feature runs entirely in the cloud, and works on any connected camera, setting a new benchmark for highly accurate detection and alerting when intruders are present.

Businesses can instantly deploy Eagle Eye Precision Person & Vehicle Detection on any camera connected to the global Eagle Eye platform with the push of a button–no new hardware or setup is required.

"This advanced, AI-powered feature reduces crime by detecting people and vehicles with precision and immediately alerting the business owner, security team, or monitoring center when intruders are detected," says Dean Drako, CEO of Eagle Eye Networks. "Eagle Eye Precision Person & Vehicle Detection turns existing security cameras into an intrusion detection system–helping businesses respond faster, prevent incidents, and operate more efficiently, all without costly upgrades."

A feature in the Eagle Eye Cloud VMS (video management system), Eagle Eye Precision Person & Vehicle Detection uses AI and multiple images to detect moving people and vehicles with very high accuracy. Used primarily for remote or on-premise monitoring, its deep learning algorithms discern people and vehicles from other objects or activity (such as tree branches moving in the wind, shadows, or lights from vehicle movements) even in poor weather conditions and at long distances, significantly reducing expensive and time-consuming false positive alarms.

Ideal for enterprise businesses, apartment complexes, warehouses, car dealerships, schools, and municipalities, Precision Person & Vehicle Detection easily scales across multiple locations.

Eagle Eye customers such as Centurion Fire and Security, a security integration company based in Huddersfield, England, praise the long-range accuracy and reliability of the new feature.

Additional benefits include:

- Improved Security – Empowers security professionals to focus on real threats by detecting only people and vehicles, enhancing intrusion detection and crime prevention.
- Camera Compatibility – Works with existing cameras and Eagle Eye Cloud VMS infrastructure, requiring no additional hardware, specialty AI cameras or complicated setup.
- Faster Response Time – Actionable, accurate alerts enable quicker decision-making and response to potential threats.
- Cost Savings – Fewer false positive alarms reduce the workload on security personnel, lowering monitoring costs and improving efficiency.
- Customer Satisfaction – Advanced AI-driven security increases customer satisfaction and engenders customer loyalty for resellers and professional monitoring centers.
- Customizable Alerts – Users can set detection zones, schedules, and preferences for better control.
- Automate additional security processes – Ability to trigger alarm monitoring applications such as Immix and Sentinel via webhook integration.
- Integration with professional monitoring services – Seamlessly and instantly alert third-party monitoring provider.

To learn more visit Eagle Eye Networks at *een.com*.

All-O-Matic:
From Industry Firsts to New Market Frontiers

Last year, All-O-Matic announced the launch of its ALL-BLDC PRO control board and the move to a new, larger facility in Van Nuys, California. Both milestones reflected the company's ongoing commitment to growth, innovation, and serving its partners with industry-leading technology. One year later, those initiatives have proven to be a success story that underscores All-O-Matic's reputation as a company that sets the standard in gate automation.

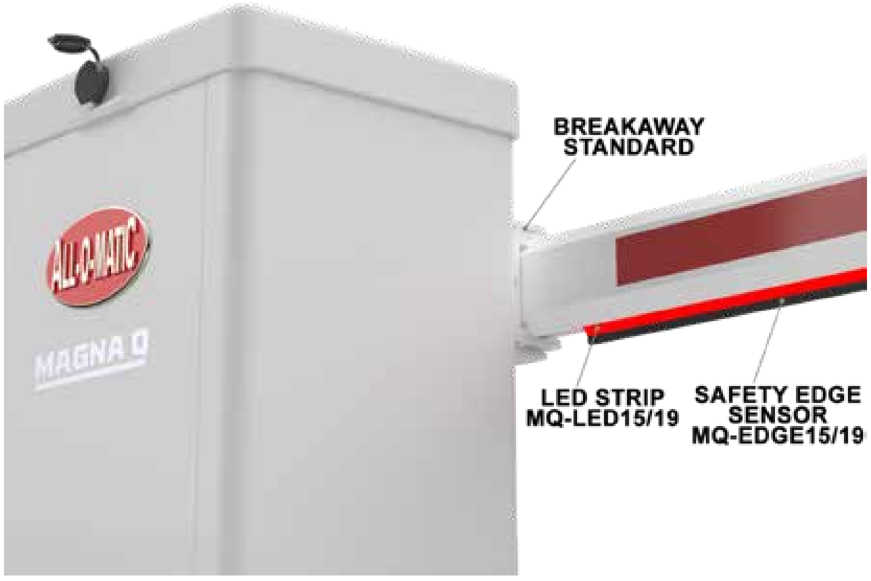
MAGNA Q
BY ALL-O-MATIC

Success of the BLDC PRO

Since its rollout, the ALL-BLDC PRO control board has quickly become one of the most well-received advancements in All-O-Matic's product line. Installers and distributors alike have praised the board's reliability and user-friendly features, many of which have been specifically designed to simplify installation, troubleshooting and long-term maintenance.

Among the most popular features are the built-in diagnostics, which allow for immediate feedback on operator performance, and the USB data export, which makes firmware updates quick and hassle-free. Installers have also found tremendous value in the wireless primary/secondary dual connectivity, which ensures seamless communication between units, and the integrated 7-day timer, which enables customized operating schedules without additional accessories.

“Feedback from the field has confirmed that the BLDC PRO delivers on its promise of convenience, efficiency, and reduced callbacks,” says Fortino Tarula, general manager at All-O-Matic. “It has helped our customers save time in the field while enhancing reliability for end users. That's exactly the type of innovation we strive to bring to the industry.”



A Historic Milestone: 18 Years of Brushless DC Innovation

This year also marks a significant anniversary for All-O-Matic: the 18th year since introducing the industry's first brushless DC motor in 2008. At the time, this groundbreaking innovation set All-O-Matic apart in an industry that had relied on conventional motors for decades.

The benefits were immediately clear. Brushless DC motors offered unmatched torque, whisper-quiet operation, and true maintenance-free performance. One of the most important advantages of brushless DC technology was the ability to seamlessly integrate battery backup. This provided reliability during power outages and quickly became one of the most valued features in All-O-Matic's DC operator lineup.

Eighteen years later, All-O-Matic remains the only manufacturer whose entire DC product line is powered by brushless DC technology, a testament to both the durability of the design and the foresight of the company's engineering team.

Entering the Parking Access Industry: The MAGNA Q

While All-O-Matic continues to build on its legacy in gate automation, the company is also looking ahead to new markets. This year marks the introduction of the MAGNA Q, the company's first operator specifically designed for the parking access industry.

The MAGNA Q combines All-O-Matic's proven brushless DC technology with features tailored for high-volume parking applications. It comes standard with a 15-foot breakaway arm (sold separately by competitors), a manual release spindle and self-adjusting speed for smooth operation. Like the company's other DC operators, it includes an integrated battery backup to ensure uninterrupted service.

The MAGNA Q is also designed for effortless integration with access management systems and eliminates the need for spring adjustments, reducing installation time and long-term maintenance. These advantages make it a standout solution for demanding parking environments.

“The MAGNA Q represents a natural evolution for All-O-Matic,” adds Tarula. “We've built our reputation on reliability and innovation in gate operators, and now we're bringing that same expertise to parking access. The feedback from customers has been overwhelmingly positive, and we believe the MAGNA Q will set a new benchmark in this space.”

Looking Forward

From its pioneering role in bringing brushless DC motors to the industry in 2008, to the successful launch of the BLDC PRO control board, and now with the introduction of the MAGNA Q, All-O-Matic continues to deliver on its promise of innovation and reliability.

Eighteen years after redefining the standard for gate operators, the company remains focused on the same goal: supporting distributors, dealers, and installers with products that make their work easier and deliver lasting value to end users.

Learn more at *allomatic.net.*

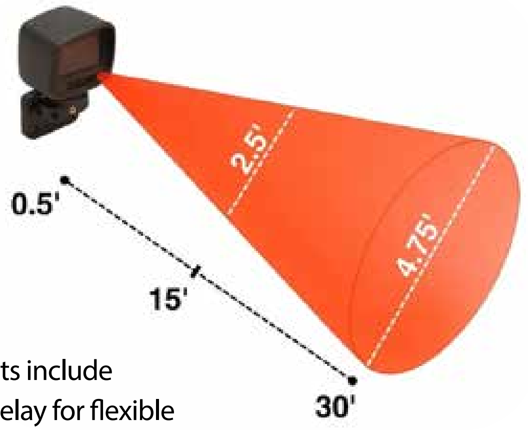
Smarter Safety at the Gate with EMX's MRD-1P Radar Sensor

There has been a growing demand for smarter, safer transportation access control systems, and detection technology is central to this evolution. Traditional detection methods, such as basic cameras or ultrasonic sensors, have limitations, making it evident that reliable, innovative solutions are needed. EMX provides an effective solution with their radar presence sensor technology.

"Safety, accuracy, and real-time decision-making are critical for detection technology today," says Joe Williams, CEO of EMX Industries. "That's why we've focused on radar presence sensing—it solves problems that cameras and ultrasonic sensors simply can't handle."

The EMX MRD-1P Radar Presence Sensor represents the next generation of vehicle and pedestrian detection. With a detection range of one to 30 feet, it offers unmatched accuracy in recognizing both vehicles and pedestrians. Just as important, it performs reliably in all weather conditions, so rain, fog, or low light won't compromise its effectiveness.

"What sets the MRD-1P apart is its ability to deliver consistent results regardless of environmental conditions," Williams explains. "Gate operators, parking managers, and municipalities can count on the sensor to detect accurately, day or night, rain or shine."



The MRD-1P is also designed with usability in mind. It features a user-friendly interface with push buttons and a three-digit display for simple configuration. A detachable screw terminal block simplifies wiring, while relay outputs include both a presence relay and a pulse relay for flexible applications.

"These intuitive features mean the MRD-1P can be deployed in a wide range of situations," explains Williams. "Whether it's vehicle detection at a smart intersection, parking management at a busy facility or pedestrian detection in a school zone, the goal is the same: to enhance safety and efficiency."

With its versatile features, rapid response time, and exceptional detection capabilities, the MRD-1P positions EMX as a leader in advancing detection technology for the fence and gate industry.

"As access control and transportation systems evolve, radar detection is the future," adds Williams. "The MRD-1P is designed to deliver the reliability and precision that today's safety-driven environments demand."

Learn more at *emxinc.com*.

Kwikset
WEISER

Kwikset® & DoorBird — Seamless Smart Residential Security

Kwikset, a trusted leader in smart security solutions, and DoorBird, a pioneer in IP video door communication, are proud to announce the integration of Kwikset's Halo™ smart locks with the DoorBird app. This collaboration brings together two industry innovators to deliver a more convenient and secure home access experience.

With this integration, residents can now remotely unlock their Kwikset Halo locks from within the DoorBird app during a live video call with a visitor — all with a simple tap of a button. This seamless experience not only saves time but also adds a new level of control, eliminating the need to switch between apps or interrupt the conversation. Best of all, it works natively, with no hub required, by leveraging your existing home Wi-Fi network.

"This is a great example of the synergy within the ASSA ABLOY Group," says Jeff Sandoval, director, Electronics Marketing at Kwikset. "By combining our expertise in smart residential security with DoorBird's advanced video intercom systems, we're creating a smarter, safer, and more connected home."

Security and privacy are prioritized, featuring encrypted communication and robust authentication protocols, while also delivering a highly responsive, low-latency experience. Unlike other solutions that may introduce delays, it's optimized for instant interactions, ensuring smooth and efficient performance. Residents can easily activate the feature through the DoorBird app by linking their Kwikset Halo account.

"Being part of the ASSA ABLOY Group enables us to collaborate more deeply and deliver integrated solutions that truly benefit our customers," says DoorBird Founder & CEO Sascha Keller. "This partnership is a step forward in redefining how people interact with their front doors."

For more information, visit *kwikset.com or doorbird.com*.

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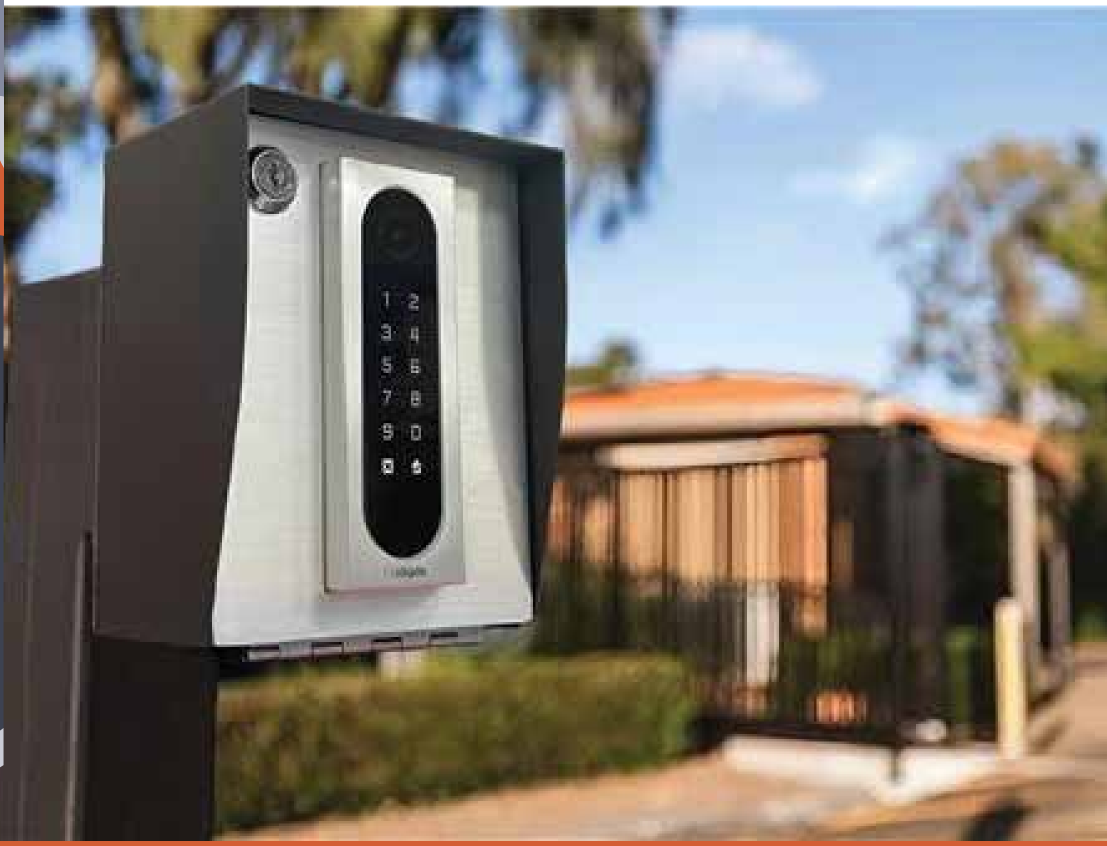
CellGate's Entría™ Single Door Controller Brings Flexibility to Access Control



Access professionals are always looking for solutions that balance reliability with adaptability. With the launch of the Entría™ Single Door Controller, CellGate has delivered a system built for today's single-entry applications, whether that's a driveway gate, pedestrian entrance, office door, or parking lot access points.

CellGate designed Entría to solve a common industry challenge: the expectation of security solutions that are not only reliable, but also adaptable, user-friendly, and built for the future.

Two models give dealers and integrators flexibility:

- *E1DC (Enclosed): Built into a weather-resistant housing, this model is ideal for exterior applications such as gates, standalone buildings, or any location requiring the flexibility of cellular or internet data connection.*
- *The E1DC MU (Mullion): Featuring a slim design for doorframe installations, the Mullion model is for buildings where aesthetics and space efficiency matter alongside wired internet capabilities.*

Both share the same features and functionality, ensuring consistent user experiences across properties.

Advanced Credential Options

Entría supports multiple credential types, giving property owners and tenants the flexibility they need:

- *QR and PIN codes for visitor management*
- *Bluetooth 5.0 for mobile and contactless access*
- *DESFire EV3 or HID cards for secure, enterprise-grade access*

Connectivity options include cellular or internet VPN, while power can be supplied via 12V DC or PoE. This makes Entría as effective at a rural gate as it is inside a wired commercial facility.

Cloud-First Management

Entría is fully integrated with TrueCloud Connect™, CellGate's cloud-based administration platform. Through a single login, property managers can update user permissions and simplify daily administration.

For integrators, cloud integration helps reduce the need for onsite service calls. For property teams, it streamlines management while improving visibility.

Benefits Across the Board

- *Property management companies and developers gain real-time access logs, customizable credentials, and seamless administration.*
- *Dealers & integrators benefit from versatile installations—"Wireless Where You Need It. Wired Where You Have It."*
- *End users enjoy frustration-free access with intuitive, contactless options.*

CellGate has long been known for innovation in cloud-based, cellular-enabled access control. The Entría line builds on that reputation, focusing specifically on the single-door and single-gate market.

"Entría single door controllers redefine access control by making it more flexible, easier to install, and simpler to manage," says Noel Gouldin, president of CellGate. "With the Entría E1DC and E1DC MU, properties of all sizes can now enjoy credentialed access security with the peace of mind that comes from innovation built for both installers and end users."

Learn more at *cell-gate.com*.

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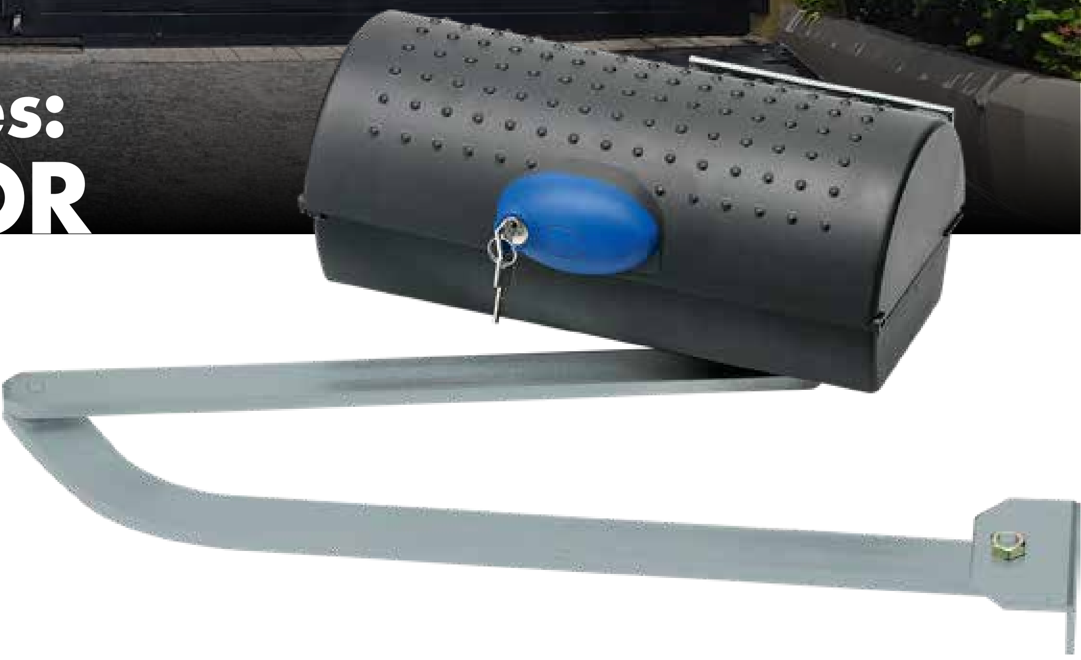
Reliable Access for Residential Swing Gates: THE IGEA OPERATOR



BFT Automation has been a global provider of access automation solutions for over 40 years. Founded in 1981 in Thiene, Italy, the company is recognized for combining innovation, reliability and installer-focused support across home and building access applications. The company has become a trusted source not only for swing gate operators, but also for sliding gate operators, parking/road barriers and bollards.

As automated entry systems become more common in homes and communities, swing gate operators remain an important solution for enhancing both security and convenience. A frequent challenge arises when gates are mounted on wide columns or posts, leaving little space for traditional linear actuators. These installations require equipment designed for offset hinges and column-mounted gates.

The IGEA BT operator from BFT Automation addresses this need. It is a 24-volt irreversible electromechanical unit designed to move gate leaves up to eight feet in length and 550 pounds. Rather than pushing directly from behind the hinge line, the IGEA uses an articulated arm. This design accommodates offset hinges and incorporates an anti-shearing feature that helps prevent damage or binding during movement.

SAFETY AND COMPLIANCE

Safety remains a critical consideration in gate automation. A key feature of the IGEA is D-Track technology, a control algorithm that measures and recalculates motor torque continuously as the gate moves. By adjusting in real time, D-Track functions like a built-in electronic safety edge, detecting obstructions during both opening and closing.

This capability is uncommon in North America, where many operators rely on fixed force limits or external safety edge devices alone. It is important to note that UL325 and ASTM F2200 standards still apply and monitored external safety edges must be installed where required for entrapment protection. D-Track does not replace these measures, but adds an integrated safeguard.

For installers, this reduces reliance on multiple add-ons and helps maintain consistent performance. For homeowners, it offers added assurance that the gate is continuously monitored to protect people, vehicles, and property. The IGEA also includes a personalized key release system that allows manual operation during a power outage.

INSTALLER PERSPECTIVES

"The IGEA operator was designed to solve a common challenge in residential automation: reliably moving gates mounted on large columns," says Scott Fluegge, national sales manager for BFT North America. "It's articulated arm gives installers a flexible option for column-mounted or offset hinges, while its torque-management system enhances safety and delivers the peace of mind homeowners expect."

Installers consistently praise the IGEA for its reliability and ease of installation, with many noting that once it's in place, they rarely, if ever, need to return to the site.

The system pairs with the Thalia UL control panel, allowing configuration for single or dual-leaf gates. Accessories such as photocells, LED flashing lights, and backup batteries further extend safety and reliability.

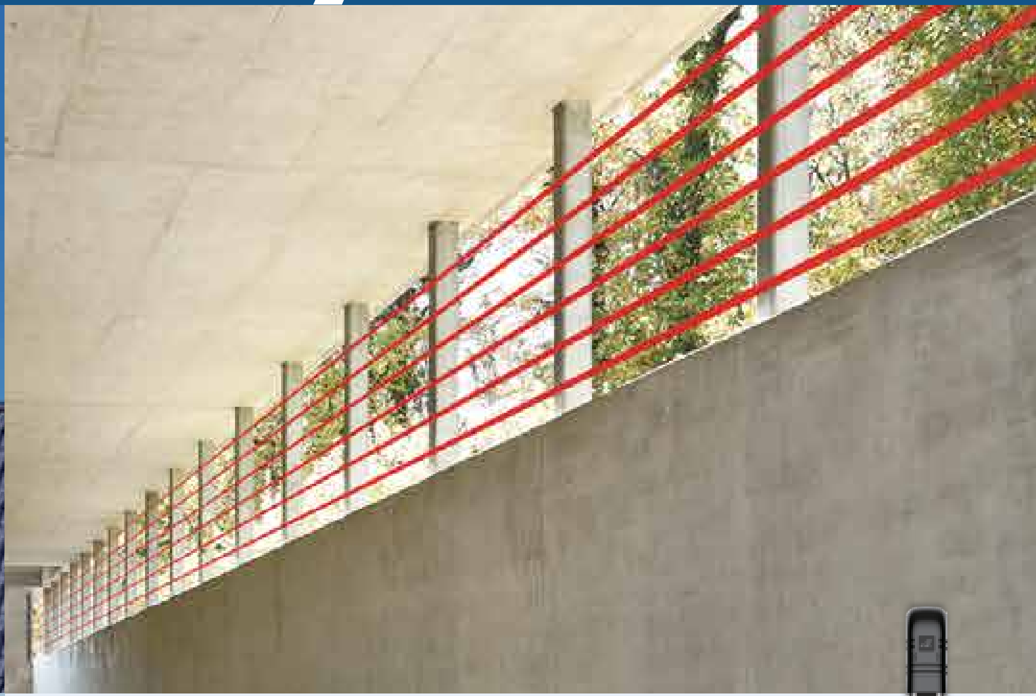
HOMEOWNER PERSPECTIVE

For homeowners, automation is often judged by convenience and durability. The IGEA's low-profile housing blends into architectural columns without detracting from appearance, while its articulated arm ensures smooth, controlled motion that supports both function and design.

As demand for residential access control grows, equipment that addresses difficult installations becomes increasingly valuable. The IGEA demonstrates how an operator can be engineered for column-mounted gates while incorporating advanced safety logic and flexible installation features.

Learn more at: *bft-automation.com/en-US/*

Invisible Security Fence



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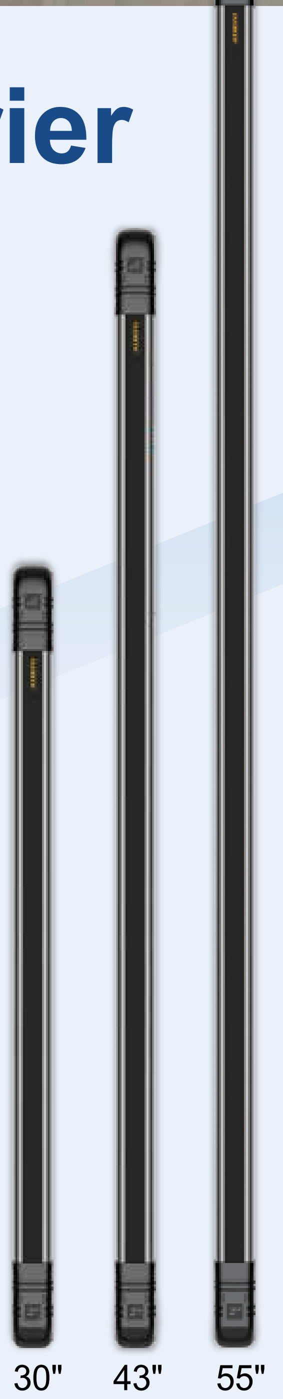

- 2 Programmable trigger options – either breaking of any single beam or simultaneous breaking of any two adjacent beams (default)
- 2 Selectable frequencies to avoid interference from other nearby sensors
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- Supports synchronous or asynchronous operating modes
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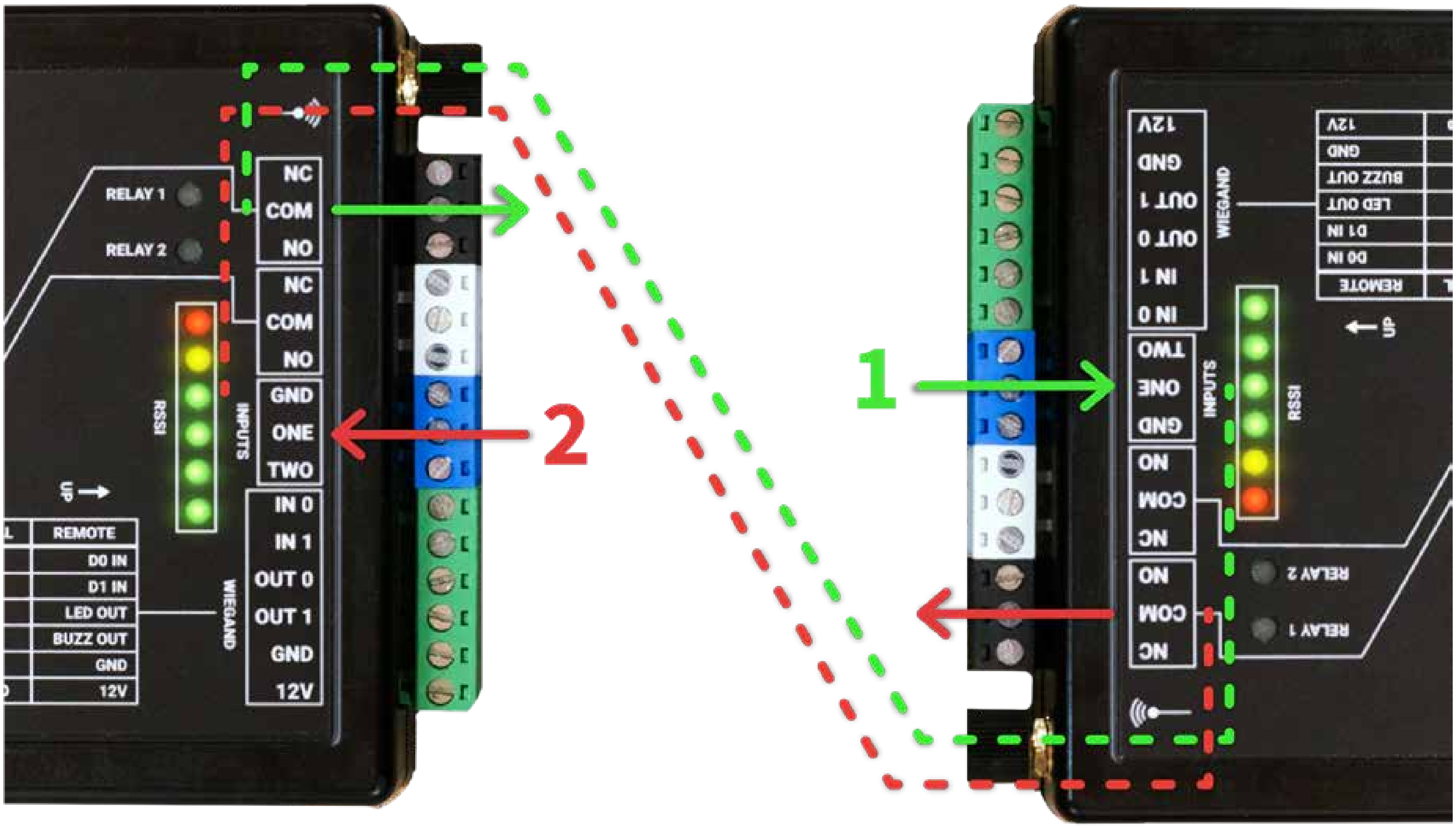
GOING BEYOND - - - - - - - - THE FENCE



Fence professionals have long been relied on to secure perimeters, but customer expectations are shifting. More projects now include requests for solutions that extend beyond the fence line—integrating gates, doors and access control systems without adding complications.

That's where products such as the Wiegand Wave and Micom Americas door hardware from Southwest Automated Security (SAS) come in.

The Wiegand Wave is a wireless device that transmits a Wiegand signal without the need for trenching or running long relay wires. For fence installers, that means less labor, reduced installation time, and fewer obstacles to completing a project. In fact, installers have successfully used the Wiegand Wave to bridge distances of over 1,500 feet between gate entrances, with strong, reliable connections and clean installs.

"The Wiegand Wave really streamlines the process for contractors," says Tom Mason, SAS director of training & access control . "Instead of spending hours running wires, installers can get the job done faster, while still delivering a reliable, professional solution for the customer."

Established over 30 years ago in Dallas, Texas, Southwest Automated Security, Inc. is a wholesale security distributor with a history of maintaining excellent relationships with vendors and dealers alike. "Our focus is to provide products designed to make your life easier as an installer while providing the products your customers need," Mason explains. "From exceptional levels of product knowledge and customer service, to partnering with leading manufacturers of wholesale electronic security, we are firmly committed to developing all-inclusive security solutions that aid dealers in achieving their project goals."

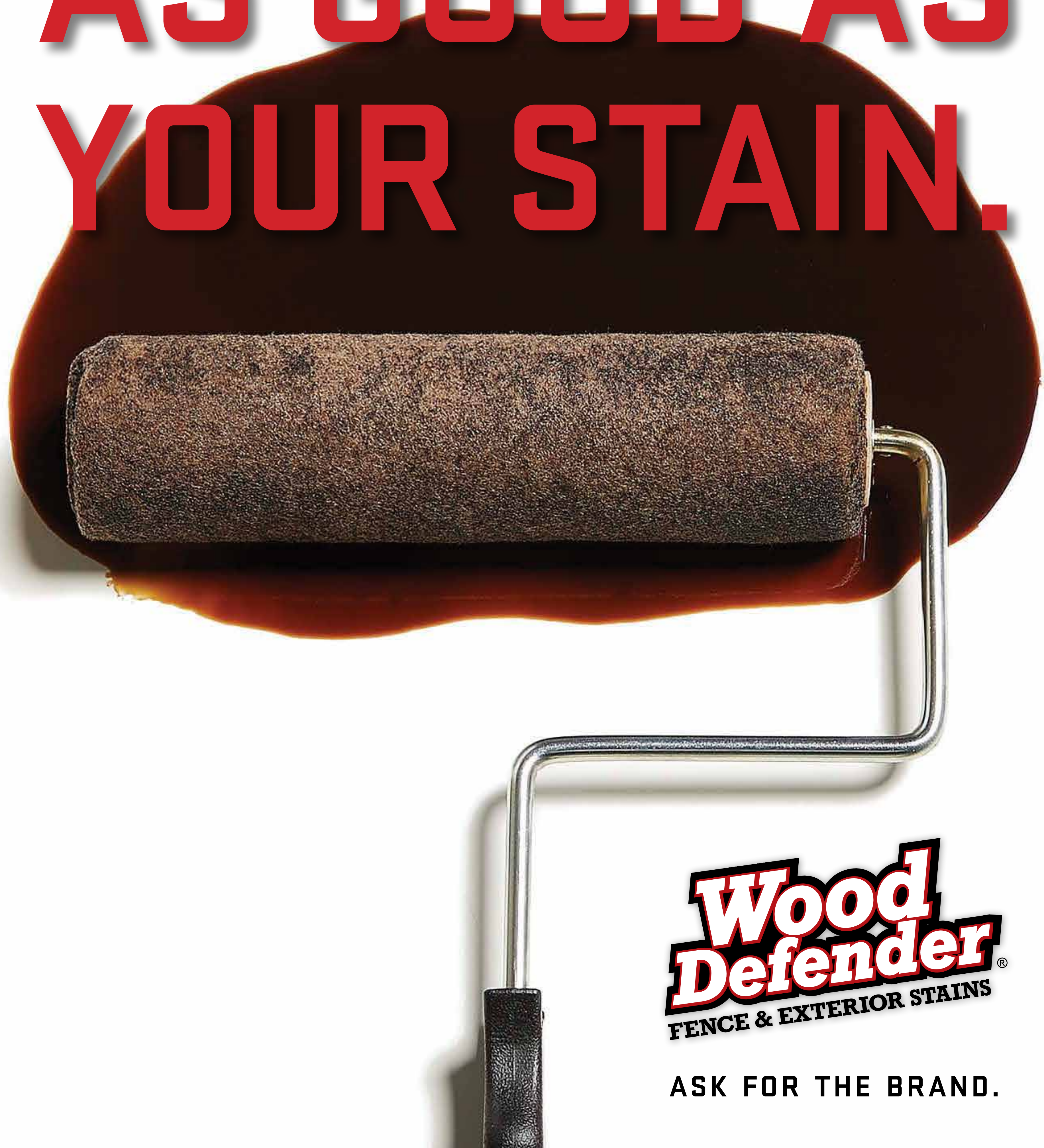
Micom Americas door hardware is also creating new opportunities for fence professionals. With automatic doors and ADA-compliant access systems, installers can expand their services to businesses that require handicap-accessible doors or homeowners seeking seamless entry.

"Adding automatic doors is a natural extension for many fence companies," adds Mason. "It's another way to increase revenue per project while providing real value to the customer."

Both products, along with thousands of other security and access solutions, are available through SAS. The company offers an easy-to-use e-commerce website accessible 24/7, as well as support from experts across 21 U.S. locations. Contact them today to find out how you can get a free Wiegand Wave for your next install. "

We don't just sell products, we support installers," says Mason. "Whether it's gate operators, CCTV, or access control, our team helps contractors find the right fit for their projects. Fence professionals already understand the importance of securing properties. With the right tools, they can also expand their role—opening new doors for their customers and for their businesses."

Access the e-commerce website and learn more at *southwestautomated.com*.



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Codelocks NetCode® Technology Supports North Devon Hospice Fundraising

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WAGGY TAILS
MEADOW

Waggy Tails Meadow is a five-acre, fully enclosed dog park run by North Devon Hospice as part of its essential fundraising efforts. Codelocks provided an XtraD Heavy Duty Electronic Lock CL5030 with NetCode®, combined with the Codelocks API, to create a self-service, automated access control solution for the dog park. With the launch an overwhelming success, Waggy Tails Meadow has already become a popular and well-loved doggy destination.

CARING FOR THE COMMUNITY

Since 1984, North Devon Hospice has provided compassionate care and support to individuals and families affected by life-limiting illnesses. To deliver its vital services to patients and families, North Devon Hospice must raise significant funds each year. As a part of that fundraising effort, it transformed a nearby field into Waggy Tails Meadow. With mixed terrain, agility equipment and off-road parking, the fully enclosed dog park is available for members of the local community to book for 30 or 60-minute slots to allow their dogs to play, exercise, or enjoy a quiet, care-free walk.

To ensure the success of this project, North Devon Hospice needed to ensure that visitor times and numbers were controlled, and that dogs could not escape the meadow. The land was surrounded by a six-foot high perimeter fence, but the access control solution needed to meet several other requirements:

- Integration with an online booking system
- Self-service for customers and minimal management for staff
- Unique, time and date-sensitive codes for different bookings
- Work remotely without the internet

BARKING UP THE WRONG TREE

In the hospice's initial plans, access to Waggy Tails Meadow would be managed with a basic bicycle combination lock because of the remote location without power of internet. However, this system would have proved problematic for several reasons.

- Manual code changes by the maintenance team would be required to keep the access code up to date, which would be time-consuming and a drain on resources.
- Manual systems are prone to error and mismatched codes create confusion and administrative challenges. Codes would have to be manually changed, manually communicated to customers for their booking, and then changed again at set intervals.
- Advance bookings would not be possible because the codes for the upcoming week, for example, would not yet be set.

Recognizing the need for an automated, user-friendly solution, the North Devon Hospice team began researching alternatives and soon discovered Codelocks.

NO BONES ABOUT IT – A SMARTER WAY TO ACCESS

"We had a list of requirements that could have been difficult to meet, yet Codelocks ticked every box," says James Loud, technology champion at North Devon Hospice. "In my many years' experience, delivering on and exceeding a promise in this way can be rare."

After listening to the hospice's requirements, Codelocks suggested an XtraD Heavy Duty CL5030 locking solution, because of its robust and hard-wearing features, and it is engineered for outdoor gate and fence applications that are exposed to the weather. Codelocks supplied a round post adaptor, ensuring proper installation alongside the 'doggy-proof' fence.

The CL5030 is also equipped with Codelocks NetCode® Technology, which allows users to generate date and time-sensitive temporary access codes without the need for an internet connection – the first part in the hospice's self-service solution.

The next part came in the form of Codelocks API. Working closely with the customer's IT team, Codelocks helped integrate the API with the hospice's custom booking website. This allowed the website to communicate with the Codelocks portal, creating unique access codes that are automatically shared with customers via email when they make a booking.

As a remote space located away from an internet connection, equipping the dog park with smart locks would have traditionally required power or internet, and thus additional expense. Thanks to NetCode® technology, however, the solution works offline, saving the need for more serious installation work while still providing the fully automated solution needed.

"Codelocks' customer service has been first-rate," says Loud. "Programming locks was new to me, so when I contacted the team at the eleventh hour before installation, they called me back immediately. Within 20 minutes they'd supported me, and everything was on track for launch day."

FETCHING BOOKINGS AND FUNDS

The hospice now has a fully automated, self-service access control and booking system that requires minimal management from hospice staff. Customers book and pay for a time slot via the website, which then communicates with the Codelocks API, and then an access code follows by email. This automated process provides customers with a user-friendly experience and minimizes the substantial time and cost of administrating a manual system. It also avoids confusion and errors that manually changing codes brings.

Thanks to its automation, Waggy Tails Meadow can cope with large numbers of bookings, making a substantial revenue stream that helps to ensure it can continue providing care throughout the community.

"It's no exaggeration to say that the success of the project has exceeded our expectations," says Loud. "After the first night, we had 138 bookings in the system, and within three weeks we had over 360 bookings. The system has worked flawlessly, and the volume of customers wouldn't be manageable without Codelocks products," he adds.

As each code is unique to each booking, the system also ensures that dog owners have peace of mind that the field is theirs during the session they've booked. This has made Waggy Tails Meadow an invaluable resource for owners with nervous or reactive pets who need private space away from other dogs.

Learn more at *codelocks.us*.

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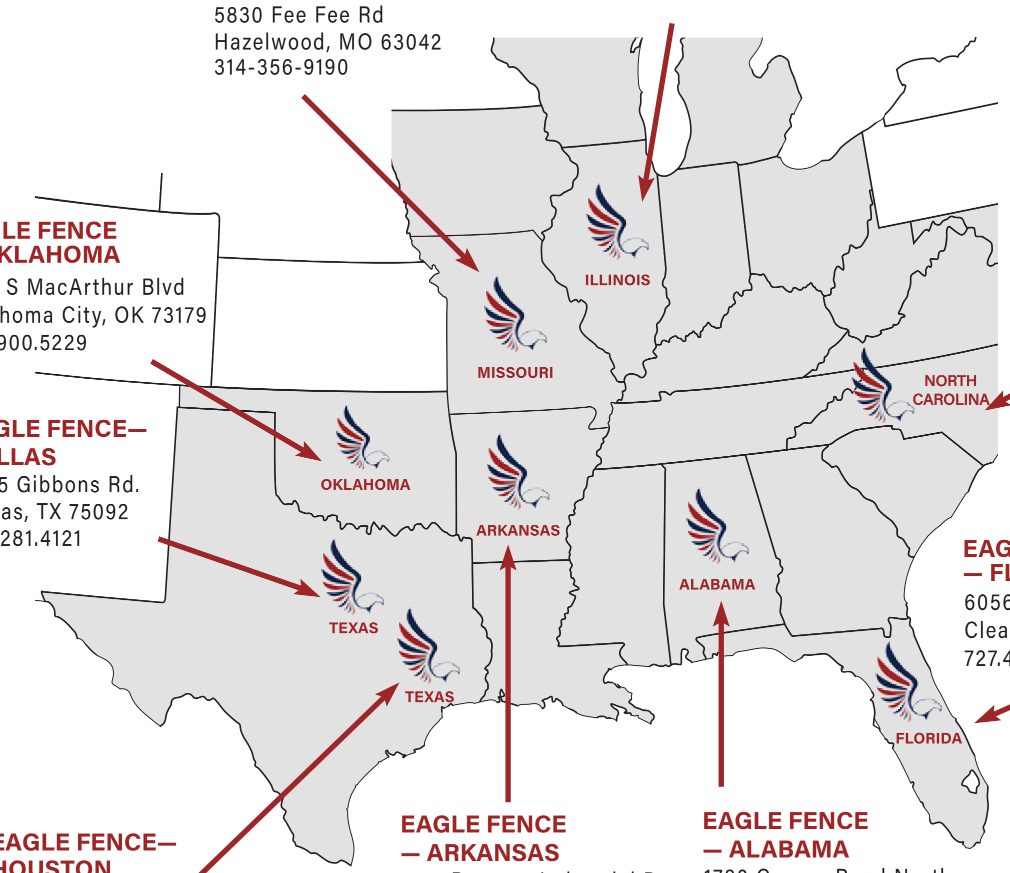

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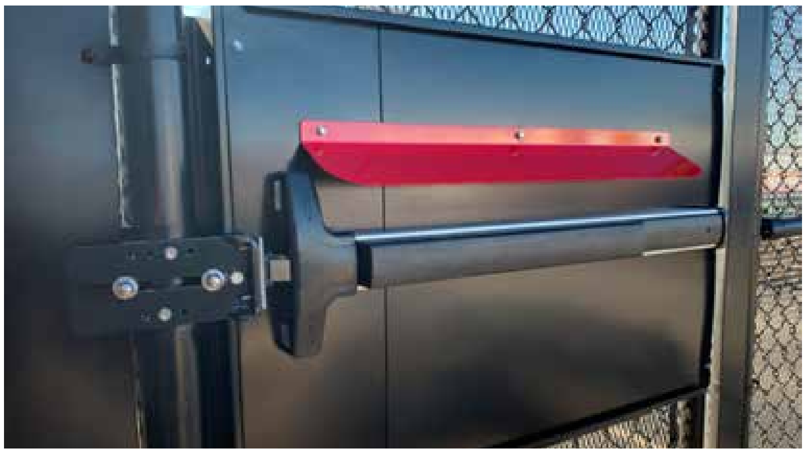
SECURING SCHOOLS:

Exit Devices and Hardware Innovations for Safer Campuses



Fall means that school is back in session, and panic exit hardware plays a crucial role in the safety of students and faculty.

"Fencing is often a first line of defense in protection from unauthorized entry and, just as important as a secure entrance, is the path of egress in case of emergency," says Jen Klassen, co-owner of DAC Industries Inc., a manufacturer and supplier to the fence industry, located in Grand Rapids, Michigan.

She offers a few tips to make sure your exit hardware installation is successful:

Life safety code requirements are in place so that there is always a quick release of the gate latch to allow for mass evacuation in the event of an emergency. It is important that the latch is installed and maintained properly as gates can have alignment challenges over time. The strike latch on an exit device is equipped with a deadlatch, a secondary locking mechanism, which plays an important role in maintaining security by preventing tampering. "This deadlocking feature prevents the main latch from being retracted from the outside, and it is important this is always engaged," explains Klassen. "Using quality hinges which control the closure speed, as well as an adjustable latch bracket for refining placement over time, are essential in keeping the latch secure."

She says schools can have some additional challenges with "resourceful" students. It is not uncommon for kids to reach through, or throw their backpack over, the gate to hit the exit device to gain entry. The addition of expanded metal and push pad protectors/guards are helpful deterrents. "Kids also like to climb and stand on things, but a heavy-duty stainless-steel exit device can hold up to the extra abuse thrown at it, and we always want to take into consideration the hinges being used, so they aren't used as a step to hop over the gate," adds Klassen.

Mechanical gates are common, but electronic integration is the future. Whether monitoring who is entering the gates, controlling who has access, or alarms to deter exit, Klassen says schools are asking for smarter, more connected solutions, and electronic integration provides that level of accountability and safety. "There are several products available to meet these requirements. It can be particularly difficult when electronics need to be added to existing gates, but the adjustability of our accessories allows for a seamless conversion."

An additional challenge the DAC team has seen over the years is the exit device width requirement. Where required by code, the actuating portion of the device (push pad) must be at least half of the width of the gate. Many pedestrian gates are 5-feet wide, which has always posed an issue. "We are very excited that Detex will be releasing a new device in the spring of 2026 which has a 30-inch push pad to allow 60-inch gates to meet code requirements," says Klassen. "This weatherized, stainless-steel, device will be the first of its kind, and a highly requested solution in our industry."

Learn more at *dacindustries.com*.

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New Plant Marks Next Chapter for Antebellum Manufacturing

Antebellum Manufacturing is proud to share that customer service and some of our operations have transitioned into our newly constructed manufacturing plant. At this time, we are running both facilities while the final phases of equipment installation are completed. This hybrid approach allows us to maintain consistent production, with some manufacturing taking place in our original facility and some in our new one.

Over the next few months, we will should finalize installation of the remaining equipment and look forward to welcoming visitors to see the new facility in action. Built from the ground up with custom design features, this plant is engineered to enhance our efficiencies, shorten lead times, and further strengthen our ability to serve our customers with the quality and reliability they expect from Antebellum Manufacturing.

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SECO-LARM New Product Announcements

SECO-LARM Popular Push to Exit Alarm Available in Black Finish

SECO-LARM's ENFORCER Push-to-Exit Bar is now available in an attractive black aluminum finish.

The new SD-961B-36 model offers the same trusted performance as the original brushed aluminum version (SD-961A-36), with enhanced aesthetics to match modern design preferences. Designed to provide an easy and reliable way to exit from areas secured by electromagnetic locks, pushing the ENFORCER Push-to-Exit Bar at any point along the bar sends a signal to release the lock and/or trigger an alarm.

The ENFORCER Push-to-Exit Bar is engineered for dependable performance and easy installation. It features two built-in, non-latching dual-contact SPDT switches (NO/NC/COM) that provide a momentary output rated at 5A@24VAC/VDC—ideal for reliable door release or alarm activation. Designed for standard 36" doors (actual length 34½"), the bar can be trimmed on-site to fit non-standard sizes and supports both wood and metal doors. Its non-handed, reversible design ensures flexibility during installation, while the rugged, heavy-duty construction promises long-term durability. The bar is built from brushed aluminum, with a base made of aluminum alloy and durable plastic end caps.

Until now, the Push-to-Exit Bar was only available in a silver aluminum finish. Both the black and silver versions feature a black base and trim for a clean, professional appearance. The unit also includes removable end caps for quick access, mounting hardware for various door types, and a matching armored door cord. Measuring 34½" x 2¾" x 2 ⅜" (876 x 70 x 61 mm) and weighing 7 lbs (3 kg), the ENFORCER Push-to-Exit Bar is built for indoor use and operates effectively in environments ranging from 23° to 95°F (-5° to 35°C).

The SD-961B-36 ENFORCER Push-to-Exit Bar exemplifies SECO-LARM's dedication to providing comprehensive and customer-centric access control solutions. With the addition of the black finish, the SD-961B-36 expands options for installers looking for functionality without compromising on appearance.

SECO-LARM Launches ENFORCER RF Receiver with Configurable Wiegand 26-Bit Input/Output

SECO-LARM's new ENFORCER RF Receiver with Wiegand, Model SK-910RD1-W is now avaialble. This innovative 1-channel receiver not only features a versatile Form C relay output but also boasts configurable Wiegand 26-bit input or output.

The SK-910RD1-W is designed to seamlessly integrate RF transmitters with access control systems using the Wiegand protocol, making RF transmitters as easy to deploy as proximity cards. Its dual-frequency compatibility (315/433.92 MHz), combined with its Wiegand 26-bit selectable output or input and a Form C relay output, increases its versatility in a wide variety of access control applications.

The new ENFORCER RF Receiver offers a versatile set of features designed for performance and flexibility. It includes a programmable Wiegand 26-bit interface that can be configured as either input or output, along with a Form C relay output rated at 20A@14VDC (N.O.) or 10A@14VDC (N.C.). The unit learns up to 240 RF transmitter or Wiegand device codes, supporting a variety of output modes including momentary (0.5s–99s), extended momentary (1m–99m), toggle, latch, and follow (validity). With dual-frequency support at 315/433.92MHz and an optional extended-range antenna, the receiver achieves wireless ranges of up to 500 feet (150 meters), or 1,000 feet (300 meters) when the extended antenna is used. Its compact size—just 4-3/16"x7/8"x2-3/8" (107x23x60 mm)—makes installation convenient, while the 2-digit LED display ensures easy setup. Designed for efficiency, it operates on 10–24 VAC/VDC with low current draw.

Visit *seco-larm.com* to learn more about all products.

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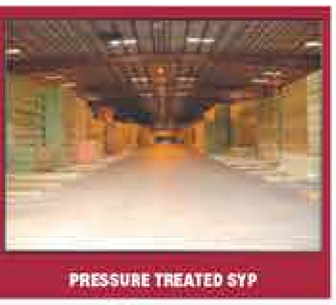

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GATE AUTOMATION & ACCESS CONTROL:

How R3 Access is Bridging the Gap

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Demand for high-quality access control systems is soaring, and R3 Access is building a reputation as the premier distributor in this sector. The Pennsylvania-based company offers secured access system operators, anti-ram crash systems, wireless secured entry products and more.

According to Kevin Bauer, president of R3 Access, they work with leading customers, contractors within the industry, who effortlessly manage full-scale projects, from gate automation to parking barriers, cloud-based access control, and custom fabrications for any perimeter security need. "As a distributor for top manufacturers like LiftMaster, HySecurity, Cellgate, DoorKing, and FAAC, we equip security integrators and gate automation specialists with the best products to nail new installations and maintain existing systems."

With the growing need for advanced control systems, smart technologies are increasingly essential for homes, businesses, and other properties. While traditional locks and CCTV systems provide basic security through automated doors, they often fall short in delivering comprehensive control and user-friendliness. "Our cloud-based gate access control systems provide a robust first line of defense while offering a modern, user-friendly interface to manage property access with ease," says Bauer

WHAT IS A COMMERCIAL GATE ACCESS CONTROL SYSTEM?

Bauer says a commercial gate access control system serves as both a welcoming entry point and a robust first line of defense. It determines who enters, who exits, and how seamlessly that process flows. Whether managing a gated community, logistics yard, or business complex, an access control system ensures you maintain control over your property.

R3 stocks a range of systems, from simple keypad entry to advanced cloud-based smart access solutions with mobile control and live video feeds. Options include automated swing and slide gate operators, barrier arms, long range readers for developments and in-ground hydraulic operators for residential use. "These systems prioritize smarter operations and enhanced security, going beyond just locking and unlocking," adds Bauer.

The right access control system can:

- *Keep unauthorized visitors out without slowing down approved entry*
- *Speed up gate access for staff, residents, or delivery teams*
- *Monitor activity in real time from anywhere, on any device*
- *Log entry and exit data to help with reporting, safety, or auditing*

From basic setups to high-tech integrations, these systems are built to simplify your day-to-day while strengthening your perimeter.

WHAT DEFINES A HIGH-QUALITY GATE AUTOMATION AND ACCESS CONTROL SYSTEM?

A quality security product goes beyond a simple keypad at the gate. Bauer says it encompasses a robust system of components designed to deliver seamless security, functionality and user convenience. These systems include gate operators, card readers, power management, extensive fencing, and more. Key considerations include:

- *Durability to withstand harsh outdoor conditions*
- *Encrypted communication for secure interactions between hardware*
- *Scalability to suit properties of varying sizes*
- *Gate opening size and specifications*
- *Gate weight for optimal performance*

Support for diverse credentials, such as keycards, mobile apps, PINs, and biometrics

THE ROLE OF DISTRIBUTORS IN THE SECURITY ECOSYSTEM

Distributors, such as R3 Access, bridge the critical gap between manufacturers who produce security products and installers who implement on-site solutions.

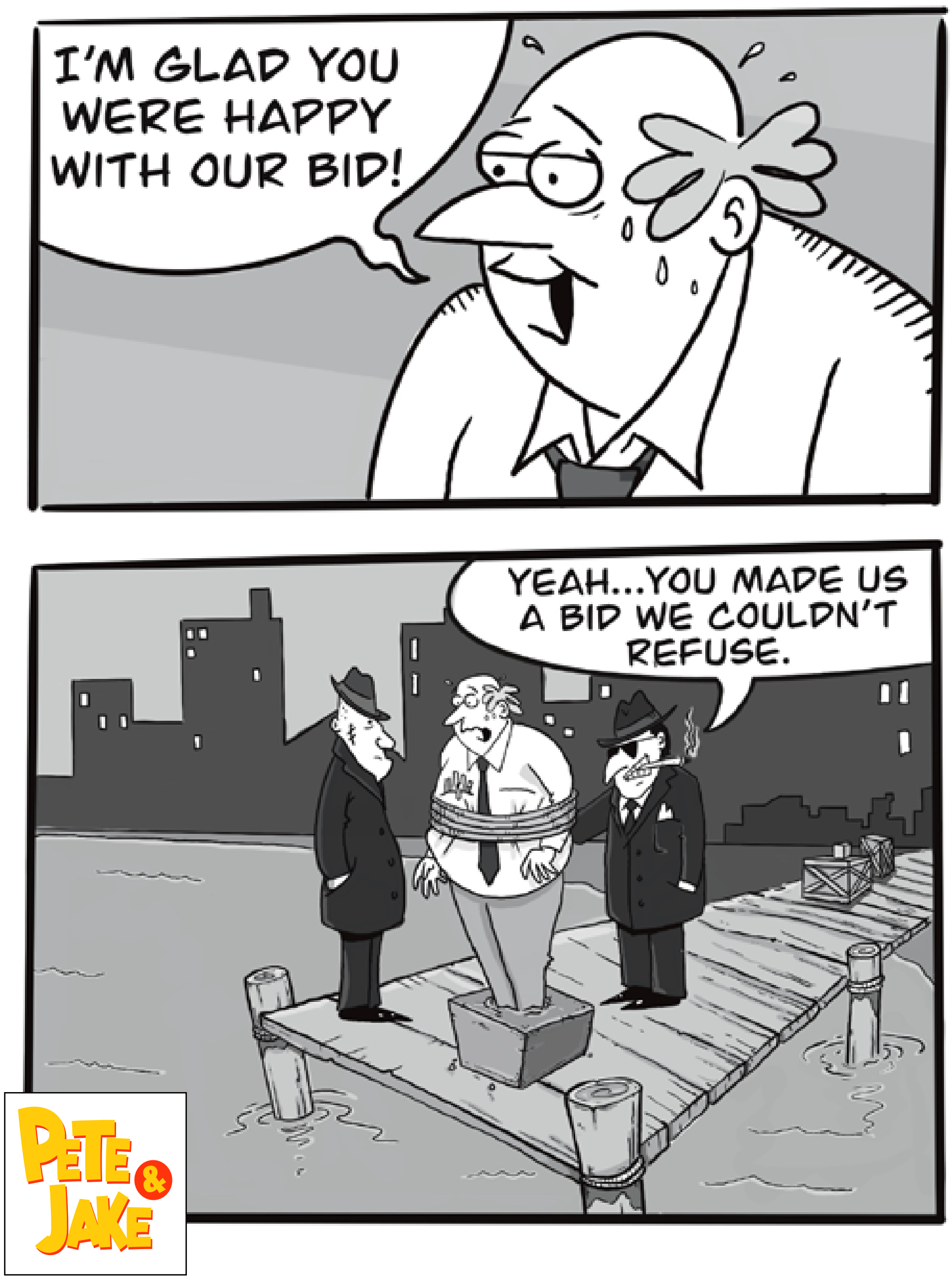
"Our mission is to ensure that cutting-edge technologies reach skilled professionals, empowering them to create secure, future-proof residential and commercial environments," explains Bauer. "We collaborate with industry-leading companies specializing in gate automation, fencing, and access control. These trusted partners demonstrate exceptional craftsmanship and professionalism, delivering reliable and high-quality installations."

Bauer says the industry change is significant and continuing to evolve. "We need more partners to help better support the enormous growth and opportunity in gate automation and access control. Selecting an access control system goes beyond just ensuring security."

Modern systems are smarter and more adaptable than ever, offering features like video intercoms, mobile credentials and cloud connectivity that align with today's dynamic lifestyles and work environments.

"However, choosing the right product is only part of the equation," says Bauer. "That's where we feel R3 Access shines. We don't just supply top-tier equipment from leading manufacturers; we provide the expertise and support needed to design and implement a system tailored to your needs. Whether securing a commercial building, warehouse, or residential complex, our team ensures every detail is executed with precision and confidence."

Learn more at *r3accessinc.com*.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ADMITTANCE

OPENING DOORS:
How Turnstiles Create New Business for Fence Pros

Every fence company has the same challenges – rising operational costs, staffing issues and the need for a pipeline of new business. And now, with tariffs affecting the prices of so many imported raw and finished materials, the pressure has been turned up.

So why are some businesses thriving? They've found new, profitable products to offer and new pipelines for job leads.

One family-owned company in Cleveland, Ohio has been at the forefront of helping fence and access control companies keep busy and control their costs. Controlled Access has been making turnstiles and ADA gates for nearly half a century. This second-generation, family-owned manufacturer has a unique approach to partnering with the companies it serves.

"We don't look at a contractor's purchase as a one-time thing. We understand that when an installation company trusts us to furnish a product, it is their reputation on the line with their customers, and we take that seriously," says Michele Sherba, president of Controlled Access. "My dad founded this business, and our family has made a concerted effort to be customer and end-user focused – from the beginning. We don't have a transactional mentality here. We all look at customer relationships as annuities, providing long-term value for everyone."

That commitment to customers begins with furnishing project leads. "As a manufacturer, we are frequently asked to install turnstiles, but we only furnish them," adds Sherba. "So, there is a constant flow of jobs that need installers, and we send out those leads to fence pros across the country every day. We are always looking to meet reliable contractors."

Frank de la Garza, president of de la Garza Fence & Supply in San Antonio, Texas, is a perfect example of one of those contractors. For more than 50 years, his multi-generational family business has thrived with a similar approach to customers.

"When installing a fence, there must be a way through it, and selling turnstiles and ADA compliant gates is a no-brainer for any fence installation company," de la Garza explains. "We have been selling Controlled Access Turnstiles for decades. Just like us, they are a family-owned business. They make reliable products, ship fast and support every sale. I can't imagine why anyone would be buying foreign turnstiles when there is a solid American manufacturer to rely on. No tariffs, no headaches; they truly support what we do."

Marty Loncar, CEO of Citywide Solutions, a growing Ohio security integrator, has had a similar experience, having installed numerous projects from Controlled Access leads.

"Turnstiles are a natural product extension for any fence or access control company, and Controlled Access has been a consistent source of job leads and reliable products," he says. "Pricing has not gone up at all in more than a year. Selling Controlled Access turnstiles has been a great partnership for both of us."

Sherba invites installers to reach out to her company to make a referral connection. "The next lead we get could very well be in their backyard, and we'll be happy to send it to them."

Learn more at *controlledaccess.com*.

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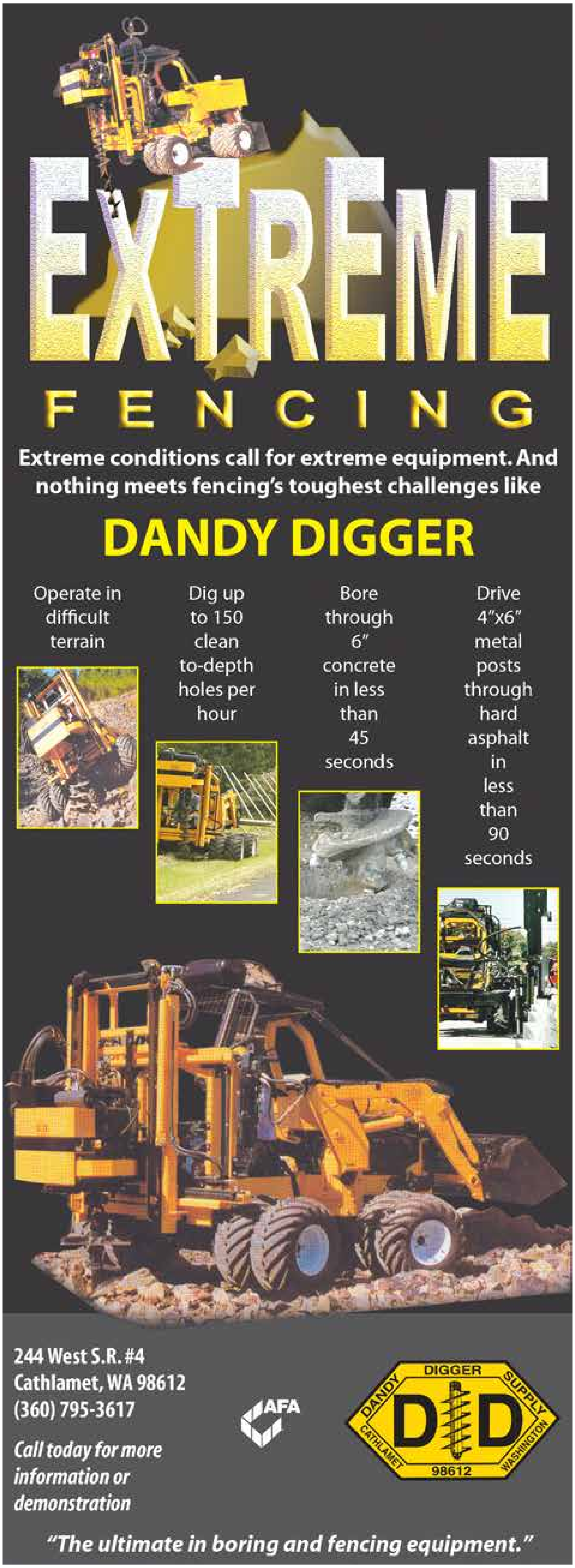

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As technology continues to transform access control and perimeter security, traditional in-ground vehicle loops are no longer the only option for reliable gate activation. The Virtual Loop 2.0 from Optex is a groundbreaking solution that eliminates the need for cutting into pavement while still delivering the dependable performance installers and end-users expect. It's the latest addition to Optex's Smart Mobility Sensing solution lineup.

Designed to transform vehicle presence detection for gates and barriers, the Virtual Loop 2.0 boasts state-of-the-art technology, featuring advanced distance measuring radar with an impressive 26 feet extended range. This breakthrough innovation not only reliably detects vehicles of all sizes but also effectively filters out nearly all human movement.

Operationally, the device connects to an automatic barrier, slide gate, swing gate or industrial door. Flexibility is an inherent part of the design. Virtual Loop uses advanced sensing technology to detect vehicles with precision, making it ideal for retrofit projects, locations where trenching is impractical, or sites requiring a less disruptive installation. For contractors in the fence and gate industry, this innovation provides a faster, cleaner, and cost-effective way to ensure smooth gate operation without compromising on security or safety.

KEY FEATURES OF THE OPTEX VIRTUAL LOOP 2.0

Extended Detection Range: An impressive 26-foot detection range, allowing it to cover a larger area, enhancing security and access control.

Enhanced Human Cancelling Capability: This advancement minimizes false alarms and guarantees better overall performance.

Exceptional Adjustability: With a wide range of motion, the Virtual Loop offers 190 degrees of adjustability, allowing for precise placement and customization to meet specific needs.

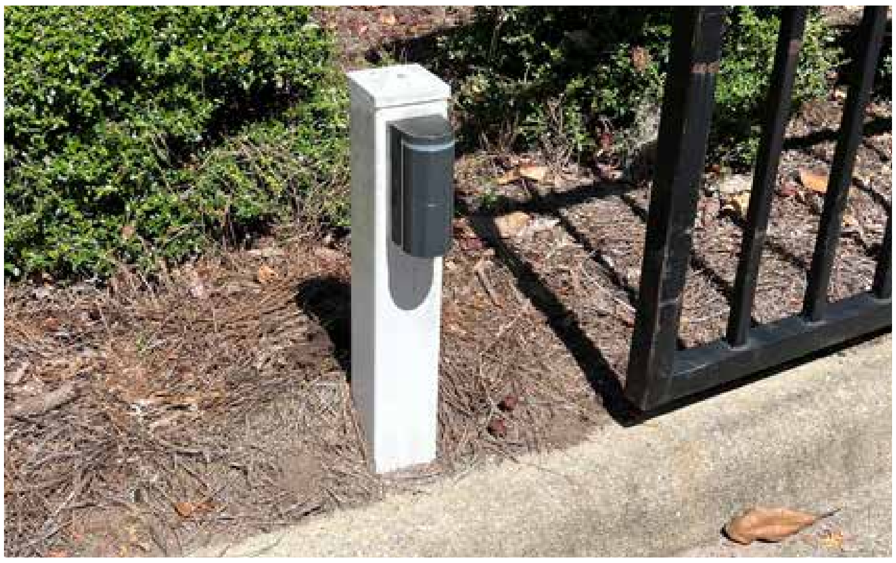
Illuminating LED: A bright LED delivers190 degrees of visibility, simplifying the adjustment process. This feature ensures ease of use when configuring the sensor to deliver optimal results.

Built-in Conduit Fitting: Eliminates the need for a single gang box, thanks to a built-in conduit fitting. This innovation streamlines installation and reduces associated costs.

Intuitive Smartphone App: Settings can be conveniently adjusted via a smartphone app, offering remote control and management capabilities, further enhancing user convenience.

Virtual Loop is extremely stable under all types of weather conditions.

Learn more at *optexamerica.com*.



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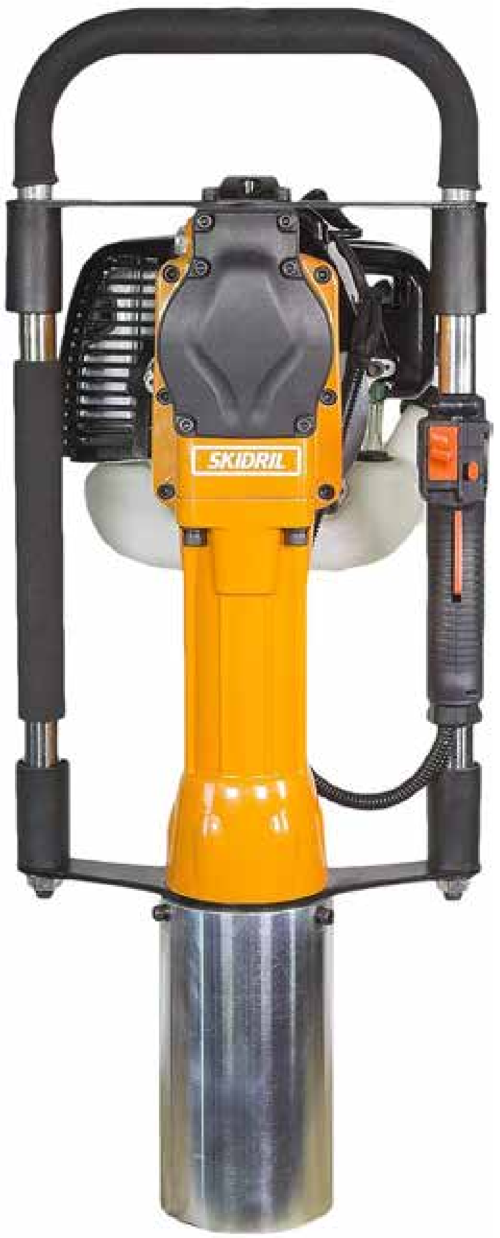

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FIVE YEARS ON THE FENCE LINE:

Fence News Marks a Milestone

In late spring of 2020, in the middle of a worldwide pandemic, an idea took shape. After nearly 40 years, *World Fence News (WFN)* closed its doors that year, when the owners retired. Charles Harris, owner of a family-owned fence company in Lake Charles, Louisiana, and long-time reader of the magazine, wanted to fill the void left by this closure.

He approached Mary Hummon, the former business manager of *WFN* about starting a new publication. He knew she had the experience and industry connections to launch a successful fence magazine. "I was thrilled to have the opportunity to continue working in a job I loved. It was interesting to be in on the creation of a new publication, built on the foundation of experience from *WFN*. It was a great fit for me," says Hummon.

Next, Harris asked a local communication agency who had publishing experience to collaborate on the project. They had zero background in fencing, but decades of experience in writing, design and sales. The name *Fence News USA* was chosen, in homage to *WFN*, and a decision made to continue the same size and format of the previous publication. The plan was for the first issue to be printed in October.

Then disaster struck – literally. On August 27, Hurricane Laura, one of the most powerful and destructive storms in U.S. history made landfall in Southwest Louisiana, where *Fence News* is based. This was just two weeks before the first issue had to be sent to the printer.

With all of the staff except Hummon evacuated to different parts of the country for the foreseeable future, completing the first issue seemed impossible. But, thanks to remote work capabilities put in place during COVID lockdowns, some of the team could connect and were able to put that first issue together. "Honestly, it was actually nice to have something to focus on during that time that was positive," says Kristy Armand, editor. "There was nothing we could do but wait and worry until power was restored so we could start clean-up and repairs on our homes and offices. Putting a new magazine together was a productive distraction from the stress."

While it may not have had as many pages and in-depth articles as originally planned, the first issue went out on time. Fast forward five years and *Fence News* has become a trusted, recognized resource in the industry, taking its presence beyond the pages to online platforms, video content, industry events and building strong relationships with the people, businesses and organizations who keep this vital business sector growing.

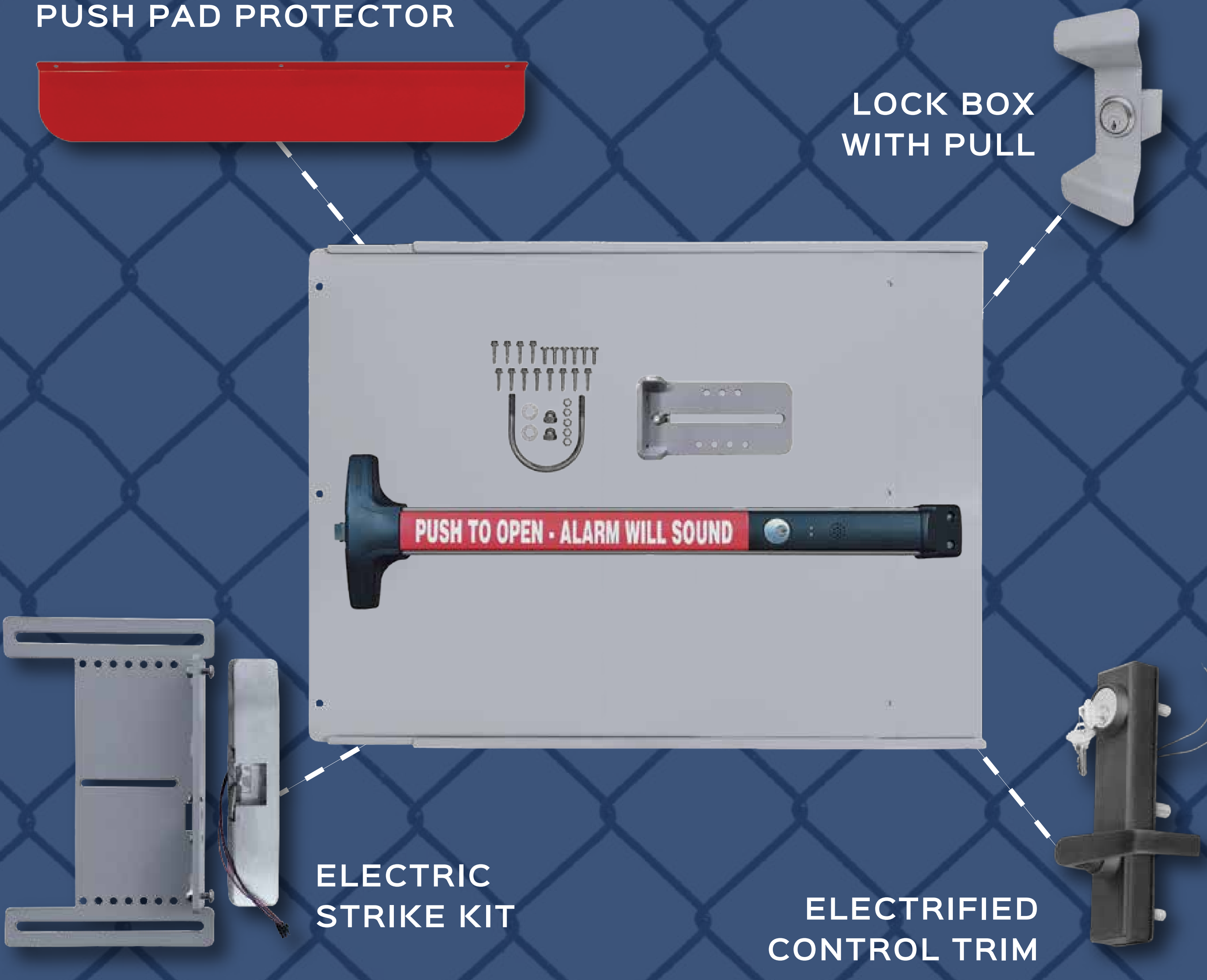
From the original mission to deliver information people in the fence industry would value, the focus of the magazine has expanded to encompass access control, decking, railing, outdoor living and more, reaching nearly 70,000 readers each month. Both staff and readers love *Fence News* stories about the leaders and business owners who help shape the industry, including Top of the Chain, Start-up Stories, Women in Fencing and Family Ties.

"It's been very rewarding to see how the industry welcomed us and embraced the magazine as a resource," says Katie Stevenson, sales manager. "We've heard from contractors who learned about a new product through us, or from manufacturers who connected with customers after being featured in our pages."

"We love hearing this kind of feedback," adds Armand. "And we have learned so much about the industry over the past five years, including that the people who work in fencing are among the best people we've ever had the pleasure to work with; helpful, hard-working and genuine."

Looking ahead, Harris says the team is committed to growing and evolving right alongside the industry it serves. "The fencing industry is vital, and it deserves a strong, dedicated voice. Our fifth anniversary is a milestone, but it's also a springboard. We're excited for what's ahead, because our best work is still to come."

PANIC HARDWARE SO SECURE, IT'S ALARMING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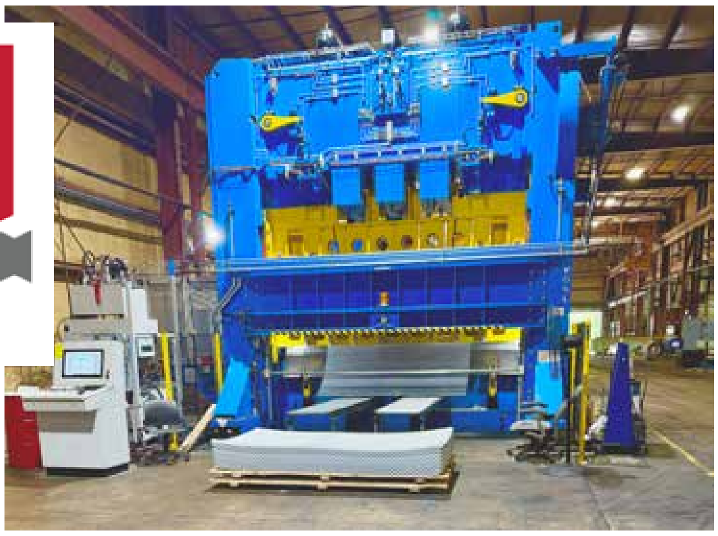
Niles Expanded Metals Installs **State-of-the-Art Brück Expanded Metal Press Machine**



Niles Expanded Metals, a leader in the expanded metals industry, has announced the installation of a state-of-the-art Brück Expanded Metal Press machine at the Niles, Ohio, facility. The new Brück STM 350-3700 features a maximum pressing force of 350 metric tons with a working width of 3,700 mm, allowing for the manufacture of wide-format expanded metal sheets.

The sophisticated design enables the machine to process a range of materials, including carbon steel, stainless steel, aluminum, and other alloys, with impressive precision and consistency. This versatility makes it ideal for producing everything from lightweight decorative meshes to heavy-duty industrial grating.

Additionally, customizable feed systems and adjustable tooling options allow users to optimize metal strand widths, bond sizes, and overall mesh patterns. Equipped with a modern control panel and user-friendly software, the Brück STM 350-3700 ensures enhanced operator functionality and reduces setup time. Its construction and high-capacity output are designed for heavy workloads, offering improved production efficiency while minimizing waste.

"Our customers rely on us for exceptional expanded metal quality and dependability," says Bill Phillips Jr., president and CEO of Niles Expanded Metals. "With the Brück press machine on our production line, we've further strengthened our ability to deliver on this promise. This is an exciting step forward for our company and the industries we serve."

The company's expanded metal product lines include flattened and standard expanded metal, Experf®, architectural and decorative options, micromesh, security fencing, grating, stair treads, and composites. These products are available in carbon steel, aluminum, stainless steel, copper, cupro-nickel, titanium, nickel, and most other ductile materials. Niles Expanded Metals specializes in providing customized solutions to meet the unique needs of various industries, including architectural, industrial, medical, power and energy, and filtration sectors.

For more information, visit *nilesexpandedmetals.com*.

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Reduces costly repairs from accidental hits and shortens downtime

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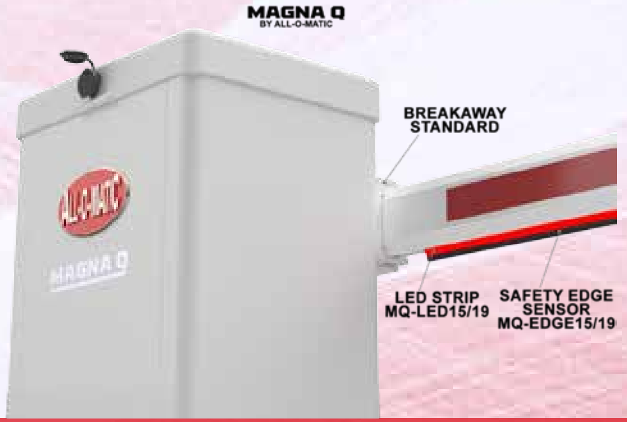

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OCTOBER IS GATE SAFETY MONTH

by Mike Gulledge, Thornton Fence Consulting Group

Gate Safety Month is a dedicated period aimed at raising awareness about the importance of gate safety in residential, commercial, and industrial settings. Gates, whether manual or automated, can pose serious safety risks if not properly maintained or operated. This initiative encourages property owners, facility managers, and the public to evaluate their gates' safety features and adopt best practices to prevent accidents and injuries.

WHY GATE SAFETY MATTERS

Gates are a common part of many properties and serve vital purposes such as security, privacy, and traffic management. However, poorly maintained or incorrectly used gates can lead to very harmful hazards. To quote one of the industry experts, Phillip Doyle, we want to make sure that your gates are not capable of any "Pips", Pinching, Impaling, Pinning, or Shearing of any parts of a human body, causing serious injuries. Automated gates, in particular, present risks due to mechanical and electrical components that require regular inspection and maintenance.

COMMON GATE SAFETY HAZARDS

- **Entrapment:** Individuals, especially children, can become trapped between a moving gate and a fixed object.
- **Crushing Injuries:** Gates without proper safety sensors or stops may close on people or objects, resulting in injury, or more importantly, death.
- **Mechanical Failures:** Older equipment may have parts that are worn out or a poor installation can cause gates to malfunction unexpectedly.
- **Electrical Risks:** Automated gates require safe electrical connections and regular testing to avoid shock or fire hazards.

BEST PRACTICES FOR GATE SAFETY

1. Regular inspections should be done by a qualified and certified technician. The technician should conduct routine checks of gate mechanisms, hinges, motors, and safety features such as sensors and emergency stops.
2. Installations should always be done by a certified professional following manufacturer guidelines and safety codes.
3. The installer should train the users, especially children, about the dangers of gates and instruct them never to play near moving gates.
4. Warning signs should be placed in locations that are visible from both sides of the gates to alert users to potential hazards.
5. An emergency plan should be in place, including instructions for manual opening gates and contacting help if someone is trapped or injured.

These are some activities we can all offer to bring awareness to Gate Safety Month:

- Organize safety workshops and demonstrations for property owners and staff.
- Offer free or discounted gate safety inspections by certified professionals.
- Distribute educational materials about gate safety risks and solutions.
- Run awareness campaigns on social media and community platforms.
- Encourage local governments and organizations to update safety regulations and standards.

Gate Safety Month is an opportunity to prioritize the safety of everyone who interacts with gates. By promoting awareness, education, and proactive maintenance, communities can reduce the risk of gate-related accidents and create safer environments for all. Every property owner with a gate plays a vital role in ensuring gate safety. This month, let's work together to make it a priority!

SAFETY LIGHTING ON GATES:
PROTECTING VEHICLES & REDUCING LIABILITY

When it comes to gate safety, proper lighting isn't just an aesthetic enhancement, it's a crucial line of defense. Too many vehicles and gates sustain costly damage because drivers can't see unlit gates in time, often moving forward before the gate is fully open. In response, safety lighting has become an indispensable safeguard to prevent accidents and liability.

GateArms+, a Florida-based innovator in LED safety lighting systems for high-traffic environments, emphasizes the importance of visibility. "Bright LEDs that change color depending on the gate position will add substantial ambient light," says Jonathan Brinkman, president of GateArms+. "They flash red while opening or closing, turn green when fully open, and can flash amber before timed closes. Unlike reflective tape, these LEDs are visible from a distance and give drivers a clear heads-up."

For swing gates, LEDs mounted under the bottom rail cast indirect light onto the roadway, while lights installed on the vertical edge of the gate give drivers a physical cue to avoid side collisions. Flashing red during closure also visually alerts against entrapment. Slide gates can benefit from LEDs mounted vertically on the fixed side posts, which frame and illuminate the gate edges. LEDs may also be mounted on the sliding panel itself, such as the leading edge or bottom bar, though power cord management can present challenges. Some installers use coiled cable mounts to minimize length, while GateArms+ is exploring battery-powered LED options for even greater flexibility.

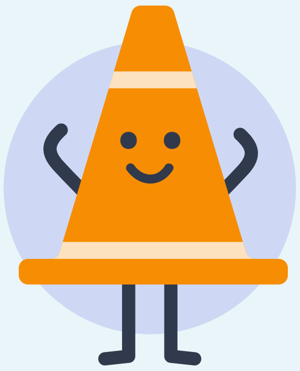
Barrier gates are also being reimagined with safety lighting. GateArms+ now offers LED-illuminated barrier arms that glow red when down and shift to green when raised, giving drivers, cyclists, and pedestrians a clear visual signal. Our folding barrier arm solutions, such as the FoldArm90 and FoldArm180, further improve safety in low-clearance areas by retracting completely above the operator while staying illuminated.

The company has introduced upgrades to its product line, including a transition to all-24V systems beginning in late 2023. The update includes redesigned power supplies, LED strips, and controllers, simplifying installation and boosting reliability. New connectors feature thicker pins for durability and gray caps to clearly distinguish them from 12V systems, reducing errors and ensuring consistent performance.

Brinkman says the effectiveness of gate safety lighting has been proven in the field. One HOA that added LED lighting to both inbound and outbound slide gates saw a dramatic reduction in strike incidents from an average of three per month in 2019 to just two per year in 2020 and 2021. This decrease saved the community and its residents more than $75,000 annually in repair costs.

Learn more at *gatearms.com*.

THE HUMMINGBIRD ALLIANCE IS NOW Ready, Set, Safe!



New name reflects organization's expanded mission to build a world where children are safe – everywhere they learn and play.

The Hummingbird Alliance, a recognized advocate for gate safety and education, has changed its name to Ready, Set, Safe! The new name reflects the organization's expanded focus, giving parents, teachers, policymakers, and industry leaders the tools to make kids' spaces safer, while continuing to push for stronger gate and fence safety laws and regulations.

The not-for-profit organization was originally founded to promote education and awareness of gate safety in honor of Alex Quanbeck, a seven-year-old who was killed by an unpermitted, poorly designed, and ill-maintained 300-pound rolling gate during recess at his elementary school in Marin County located in Northern California.

The newly renamed organization represents an expanded focus on ensuring that everywhere kids learn and play is safe from hazards. Alex's parents, Dayna and Eric Quanbeck, founders, remain as active board members of Ready, Set, Safe! An engaging animated mascot in the shape of a safety cone, "Coney," was also introduced to foster stronger engagement with children for safety education.

"Most of us assume that schools, playgrounds, recreation centers, parks and other community gathering areas are free from safety hazards for children," says Samantha Lasky, executive director of Ready, Set, Safe!. "But, often, hazards are hidden. For instance, are the fences on the playground secure? Do the gates have fail-stop measures? Are the bleachers and lunch tables folded against the wall stable? Safety assessments often aren't done regularly or are not followed up on to address the problems, even if they are found. Our goal is to change that by advocating for legislative and regulatory change, and by equipping families, schools and communities with the knowledge and resources to create safe public spaces for all children.

Learn more at *readysetsafe.org*.

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GATE SAFETY AUSTRALIA LAUNCHES

Gate Safe has established a licensing agreement with industry professionals in Australia to address the growing need for the rollout of specialist automated gate and barrier training in Australia.

The organization will trade under the name Gate Safe Australia, headquartered in Melbourne, and will have access to the Gate Safe training program, associated technical guidance and marketing collateral. The business will operate as an independent organization raising awareness of the correct protocols to ensure the safety of automated gates and barriers, and delivering in-person and online gate safety training.

Gate Safe has recorded numerous automated gate accidents in Australia and has been in discussion with colleagues down under for over two years prior to reaching the current agreement.

Richard Jackson, OBE and founder of Gate Safe, says, "Our primary objective has always been to put a stop to further accidents involving automated gates and while our focus is clearly the UK, if we have the tools and resources to help other countries address this issue, and put bluntly, save lives, we will of course offer our support. The UK has been working on this important safety concern for over 15 years, and we are well placed to provide access to expert counsel and years of relevant experience in the sector. We will be working closely with the team running Gate Safe Australia to ensure the Gate Safe messaging and standard of training remains consistent with the UK program."

Learn more at *gate-safe.org*.

THE ALEX GATE SAFETY ACT OF 2025

In July, the American Fence Association (AFA) announced the introduction of the Alex Gate Safety Act of 2025. This bipartisan initiative aims at improving gate safety standards across the United States. U.S. Senators John Curtis (R-UT) and Amy Klobuchar (D-MN) introduced the legislation, which seeks to prevent accidents caused by poorly designed, inadequately maintained, or faulty gates.

This legislation, now with the Senate Committee on Science, Commerce and Transportation, represents the culmination of months of dedicated effort by industry professionals and advocates. The bill directs the Consumer Product Safety Commission (CPSC) to codify industry recognized ASTM gate standards and launch an awareness campaign to ensure gates meet modernized industry safety guidelines. The Act is named in memory of Alex Quanbeck, the seven-year-old boy who tragically lost his life after being crushed by a falling gate during recess at school. His death highlights the urgent need for updated standards to prevent similar incidents.

"Simple and affordable safety mechanisms can prevent tragic accidents caused by poorly designed or maintained gates. We've seen the devastating impact of these preventable incidents, such as the tragic death of seven-year-old Alex Quanbeck, who was crushed by a falling gate, and the death of Esther Nakajjigo at Arches National Park," says Senator Curtis. "By codifying industry standards, our Alex Gate Safety Act will save lives and prevent needless heartbreak."

Michael Reed, Executive Director of the American Fence Association, emphasized the industry's collaboration on these efforts. "The American Fence Association has worked with industry partners on gate safety standards for over twenty years. The Alex Gate Safety Act of 2025 reflects many of these life-saving standards. We thank Senator Curtis and Senator Klobuchar for introducing such important legislation, which will be to the benefit of all Americans."

Ben Shirley, Chair of the ASTM F14 Committee on Fences, highlighted the importance of industry standards. "Comprised of industry leaders, ASTM committee F14 is dedicated to enhancing its standards. By integrating language from existing standards, we successfully revised our manual gate specifications to include guidelines that address safety concerns. What might seem like a minor wording change in a document can have a profound impact on the entire industry."

Dave Monsour, Technical Director of the Door & Access Systems Manufacturers Association (DASMA), reflected on the legislative process: "We are excited to see this bipartisan effort advancing the important and overlooked priority of gate safety."

Eric and Dayna Quanbeck, Alex's parents and founders of The Hummingbird Alliance, recently renamed Ready, Set, Safe!, shared their perspective, saying, "The true tragedy in our son Alex's death is that it was preventable, and we honor his memory by advancing bipartisan, commonsense legislation to protect Americans from falling gates like the one that collapsed on him. We are honored and proud to support Senator Curtis and Senator Klobuchar's bill to improve gate safety by implementing simple, inexpensive safety features to save countless lives."

Reprinted with permission from the American Fence Association.

Top of the CHAIN
with Taurris Baskerville
DIRECTOR OF SALES, LOCINOX USA

When Taurris Baskerville talks about his work, it's easy to hear both his passion for his work and his drive for innovation. With a successful career built by persistence, curiosity and a knack for building strong connections, Baskerville was recently named Director of Sales for Locinox USA. *Fence News* was able to speak to him about his new position and how his unique background encompassing a blend of engineering expertise, sales leadership and market growth experience, is helping to accelerate Locinox's expansion in the U.S. market.

Your degree is in mechanical engineering, but you also have extensive sales experience. How did that career transition come about? Growing up in Waterloo, Iowa, I developed an early passion for design and engineering, inspired by my father's career as an architect. That passion led me to Illinois State University on a football scholarship, where I discovered my true calling in mechanical engineering. Over two decades, I built a career blending technical innovation with commercial leadership, earning over 50 patents at Florence Corporation, driving product development at ITW/Shakeproof, and delivering consistent double-digit sales growth as Northeast Regional Sales Manager at Florence. At Chamberlain/LiftMaster, I led the dealer training and channel development team, then as Senior Manager – Inside Sales, managing a $120M inside sales portfolio.

What attracted you to Locinox and your current position? I was drawn to Locinox by its 30-year legacy of industry leadership, strong vision and culture of innovation. The company's award-winning solutions set the standard for quality, versatility and ease of installation. With deep expertise in access control and a commitment to using innovation as the engine for growth, Locinox aligns perfectly with my passion for delivering secure, smart and user-friendly solutions. Backed by strong leadership and continuous investment in R&D, this is a company that doesn't just follow the market, it shapes it. I'm energized by the opportunity to position Locinox as the clear industry leader in pedestrian gate and commercial door accessories and access control.

What are your primary responsibilities? In my role, I am focused on accelerating Locinox's growth in North America by diversifying our product sales to include gate hardware, access control and automation, while reducing time-to-market for new product launches. I am driving the development and execution of the right commercial growth strategy for our portfolio, deepening our understanding of the market through strong relationships with manufacturers, distributors, installers, and specifiers. By providing critical market insights and identifying unmet needs, I help shape product management and R&D priorities, ensuring our offerings align with customer demands. I also guide our marketing efforts to address region-specific opportunities and am building the organizational capabilities needed for long-term success.

What sets Locinox apart from its competitors? Locinox is a global leader in premium gate and fencing hardware, delivering innovative access control solutions that combine security, durability, and ease of use. Serving residential, commercial, and industrial markets, our company is driven by a commitment to customer satisfaction, continuous improvement and staying ahead of technological advancements to meet the industry's evolving needs. Locinox is headquartered in Waregem, Belgium, with an additional hub in the United States. Operating across Europe and the U.S., the company has approximately 200 employees, with 13 of those working in the U.S. market to serve a robust network of nearly 7,000 dealer partners, delivering innovative gate and fencing solutions throughout the U.S. and Canada.

Innovation is the heartbeat of everything we do, which is what really sets us apart. Our world-class R&D team is relentless in refining existing products and creating market-shaping solutions, ensuring we never settle for anything less than excellence. Every product is engineered for outdoor performance, crafted from premium components and tested up to one million cycles to deliver unmatched durability and reliability. Our modular designs, built to be mixed, swapped and matched, offer limitless possibilities for flexible, high-quality access control tailored to any project.

How has the company grown and what are the goals for the future? Locinox USA has delivered exceptional year-over-year growth over the past three years, achieving a 30% increase each of those years, and setting all-time sales records in the second half of 2025. Backed by strategic investments, Locinox is rapidly expanding market share and strengthening its leadership team with key hires in sales, marketing and support. Plans are underway to further expand regional coverage across the U.S., ensuring we continue to deliver outstanding service and deepen relationships with our dealer partners.

What do you enjoy most about your job and working in this industry? The incredible people I get to work with every day make this job enjoyable. In Belgium, we have an exceptional support team led by our CEO Bram Dieryckx; CCO Lieven Pieters; HR director Joachim Verplancke; and marketing manager

Sigrid Depauw, among others. Their leadership and vision set the tone for our global success. Here in the US, I'm fortunate to work alongside a positive, driven team that truly cares about our shared goals and the importance of accelerating our business in the US market.

I thrive on collaborating with the team to develop data-driven strategic plans, uncovering ways to make our operations more efficient and seeing the immediate impact of the strategies we implement. I'm equally passionate about identifying what we do exceptionally well and finding ways to amplify those strengths, as well as addressing areas where we can improve, whether that means refining, replacing, or rethinking our approach.

Most importantly, as Sales Director US, I deeply value the relationships we have with our loyal and dedicated Locinox Dealer Partners, which are the foundation of our growth and the most important part of our business. I love learning about their businesses, their go-to-market strategies, and their perspectives on our high-quality products. Understanding their needs, celebrating our shared successes and working together to address challenges is at the heart of what we do.

Have you had any mentors throughout your career who positively influenced you? I've been fortunate to have several mentors, but the ones who stand out most are from my time at Florence Corporation and Chamberlain/LiftMaster.

At Florence Corporation, three individuals had a profound impact on my professional growth: Dave Daily, former CEO; Stacy Kohlmeier, former VP of marketing and business development; and Lori Ladouceur, former national sales manager. They helped me professionalize my approach to business, gave me confidence as a decision-maker and instilled the importance of data, how to segment it, analyze it and apply it effectively. They taught me how to strategically plan, and put me in situations where I could learn the art of presenting, whether in small, intimate settings or on large stages.

At Chamberlain/LiftMaster, I had two mentors who shaped my career trajectory. Emily Alexander, former VP of sales operations, taught me to navigate the complexities of a large corporate environment, influence change and build advocates to help drive initiatives. Iain Urquhart, former CRO, was not only a mentor, but also a true sponsor. He entrusted me with managing the largest revenue portfolio of my career and gave me the freedom to drive meaningful change within the sales organization. That trust allowed me to begin viewing my work through a true leadership lens.

What's the best advice you've ever received? The three best pieces of advice I've ever received have shaped not only my leadership style, but also how I approach challenges and opportunities.

1. 'You can only control what you can control. Learn to trust and delegate to be a good leader.' This has taught me the importance of focusing my energy on what truly matters, empowering others and building trust within my team.

2. 'Always look to hire talent smarter than you.' Surround yourself with a strong, intelligent team so you're not the smartest person in the room. This mindset fosters innovation, encourages diverse perspectives and ensures the organization is always moving forward.

3. 'Always keep the main thing the main thing.' Stay anchored to our core values. As a leader, it's essential to ensure every decision, every strategy and every action aligns with those values. They are the compass that keeps the business on course, no matter how dynamic the environment becomes.

What advice would you give someone just starting out in this industry? Build real market fluency from day one. Seek out veteran colleagues, ask focused questions and then get into the field. Spend time with national accounts, distributors, and installing dealers to understand the distinct customer profiles and what truly drives each segment. Get clear on the problems your business exists to solve, master your company's value proposition, and learn to deliver that message consistently and convincingly to your channel partners. Above all, be patient, don't rush to change before you fully grasp the nuances of your go-to-market strategy, where your product fits, how your channel is constructed and what's working versus what isn't. Listen deeply, gather insights from your team, validate with data and then execute with confidence.

To learn more about Locinox, visit *locinoxusa.com*.

Woods CRW Joins Merlo America's Dealer Network

(LtoR): Cole Renken, Merlo America general manager and president, Jennifer Brigman, Merlo America VP strategy and operations, Chris Palmer, president and CEO Woods CRW and Francesco Brondino, Merlo S.p.A. export business manager.

Merlo America announced its newest partnership with Woods CRW, officially welcoming the dealership into its growing United States network. Woods CRW now offers Merlo's full line of Italian-engineered telehandlers across all four dealership locations in Vermont, Pennsylvania, New York and Massachusetts. Founded in 1961, Woods CRW has built a legacy of integrity, service and industry leadership. The company offers new and used equipment, rentals, parts and service for customers in construction, forestry and material handling.

With more than 60 years of industry experience, Woods CRW is a trusted name known for providing exceptional sales support in those sectors. Their reputation for excellence and customer-first solutions makes them a natural fit to represent the performance, innovation and safety Merlo is known for, and their deep industry roots and commitment to quality make them a strategic and values-aligned partner for Merlo America.

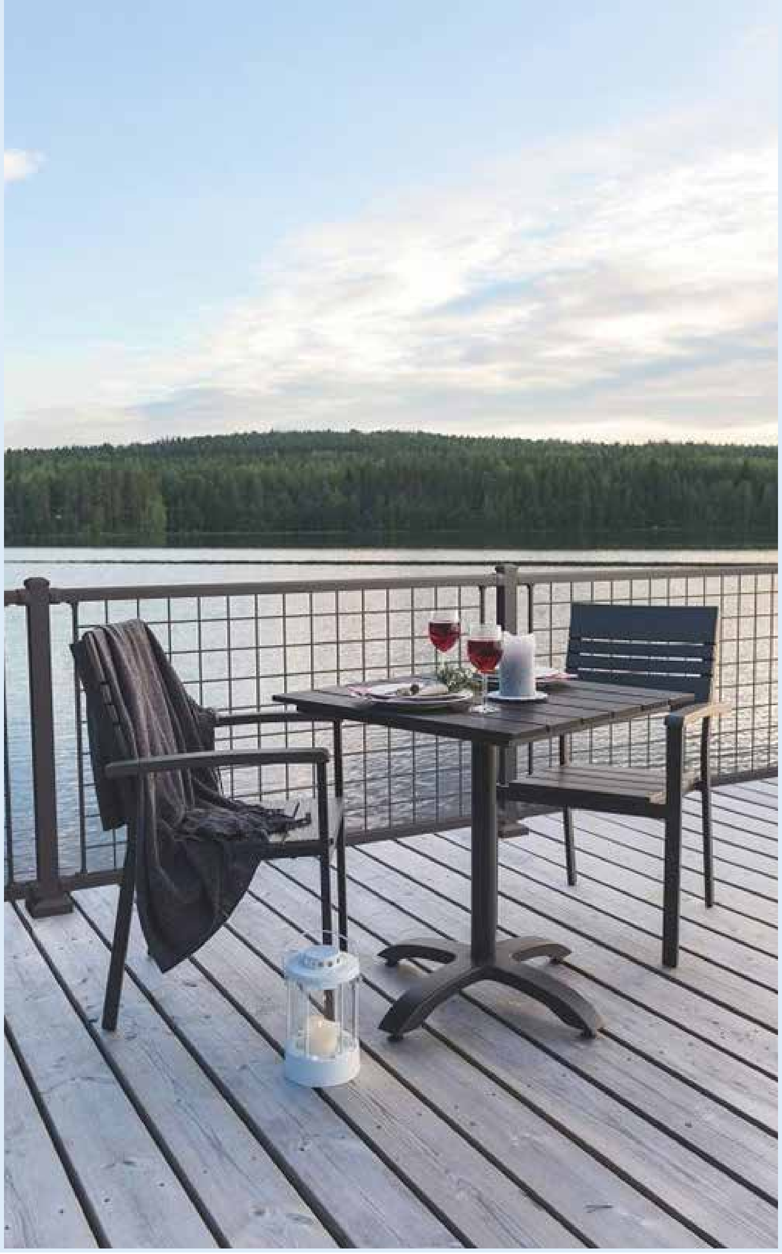
"We are very excited about our new relationship with Merlo America and the unique lifting solutions that we can now offer our customers and partners." says Chris Palmer, president of Woods CRW. "The machines they offer and the support that they bring to this market will allow us to offer highly versatile and productive machines to customers who are looking for more than just a rental."

This partnership marks a significant step forward for both companies. For Merlo America, it means extending access to its innovative, high-performance machines in a key region of the country. For Woods CRW customers, it opens the door to a new class of telehandlers designed to meet the evolving needs of modern worksites. A hallmark of the Merlo line is its patented automatic attachment recognition system, which simplifies machine setup and optimizes performance based on the selected tool. As an official Merlo America dealer, Woods CRW can now offer customers direct access to these machines, including expert product support and service.

"When we look for dealer partners across the country, we seek dealers with a track record of success and a deep commitment to customer satisfaction and support," says Cole Renken, general manager of Merlo America. "Woods CRW has consistently demonstrated those qualities, bringing a team with extensive expertise and customer trust that will serve Merlo end-users well across the Northeast."

As an authorized Merlo America dealer, Woods CRW will provide full-service sales, rentals, parts and service support for the entire Merlo America lineup. Customers can expect the same reliable support they've always received from CRW, now backed by Merlo's advanced machinery and expert dealer network.

To learn more, visit *merlo.com*.



DSI Joins with **American Lumber in the Northeast**

Digger Specialties Inc. (DSI), North America's leading manufacturer of aluminum railing, is proud to announce the expansion of its distribution network through a valued partnership with American Lumber. Headquartered in Walden, New York, American Lumber has been a trusted distributor of building products to lumberyards and home centers in Northeast markets since 1918.

American Lumber has achieved a long-standing reputation for providing their customers with premium lumber and specialty building products backed by dependability and integrity. The markets serviced by American Lumber include lumberyards and pro-dealers in select New York, Massachusetts, Rhode Island, Connecticut, New Jersey and Pennsylvania market areas.

Joshua Kaye, president at American Lumber, is enthusiastic about the new partnership. "The thing we look for first in a manufacturer, even before market dominance (which DSI has), is integrity in both the leadership and the rank and file. DSI is a great partner because they lead with empathy for the consumer and for each step in the supply chain and then couple that with creativity and drive to results. We are very excited to ally with a true American manufacturing success and look forward to sharing their incredible story with our customers."

"DSI is excited to expand distribution of Westbury Aluminum Products to various Northeast markets through our partnership with American Lumber," says Larry G. Boyts, DSI vice president of sales and marketing. "Their reputation for distributing premium quality building products backed by exceptional customer service aligns with DSI's mission to deliver innovative, high-quality outdoor living solutions to the marketplace."

To learn more about DSI or American Lumber, visit *diggerspecialties.com* or *americanlumberco.com*.

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Fence and Deck Depot Unveils Mold-Resistant Option for Unmatched Durability

Fence and Deck Depot, located in St. Charles, Missouri, has rolled out a new line of mold-resistant decking. This addition responds to the increasing humidity that often creates challenges for homeowners. Their goal is to offer durable and practical products for outdoor living spaces.

As the weather shifts and humidity rises, mold tends to become a common issue for deck owners. Fence and Deck Depot is addressing this problem by offering mold-resistant decking materials. These materials are crafted to endure the tough conditions typical of the fall season. Homeowners in St. Charles and nearby areas can look forward to an easier maintenance routine and less worry.

The mold-resistant decking brings a lot to the table. By keeping mold at bay, it holds onto its look and lasts longer than traditional materials. This means fewer cleaning tasks and maintenance jobs. This new option shows the company's commitment to meeting the changing needs of their customers. This launch fits into Fence and Deck Depot's larger plan to broaden their deck offerings. They also have a variety of deck styles and materials, such as composite, vinyl, and wood. By adding this mold-resistant technology, they show their commitment to top-notch service and customer satisfaction.

This new mold-resistant decking highlights Fence and Deck Depot's status as a trusted name in outdoor home improvements. They stick to their mission of delivering top-notch service and products to clients in both Missouri and Illinois.

Learn more at *fencedepotco.com* .

MS600 Swing Style Picket Pointer

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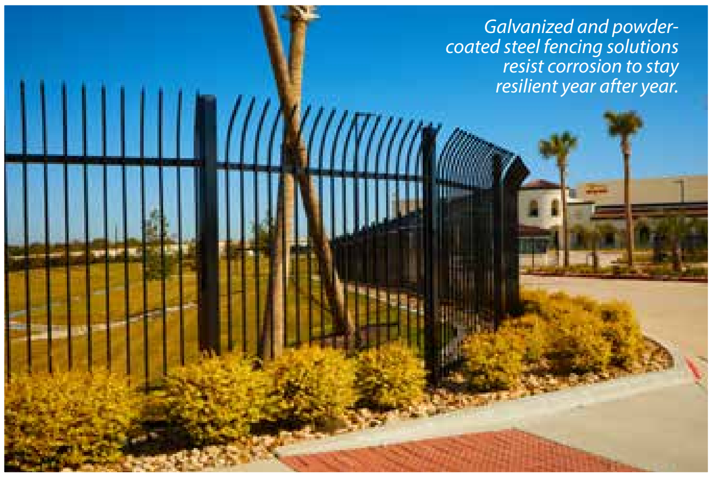

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While artificial intelligence (AI) becomes more integrated into enhancing security on a broad scale, physical security measures remain crucial to safeguarding occupants and property.

For many commercial projects, these measures start at the property's perimeter with a robust, high-security fence, according to Eric Kell, director of commercial sales at Fortress Building Products. He and his team deliver high-performance security solutions across diverse sectors, pairing cutting-edge engineering with tailored solutions to meet an individual site's threat level without compromising aesthetics.

"Able to withstand impact from blunt-force instruments and vehicles, high-security fences offer more protection from would-be trespassers than standard-issue fencing options," explains Kell. "That said, an effective security fence encompasses more than just sheer strength. It also includes designs that work with other security measures, allow clear sightlines across a property and resist climbing and other non-forceful forms of breach."

Understanding these considerations can help fencing professionals provide accurate and effective recommendations to project owners seeking to enhance their property's physical security. Kell offers the following insight on key elements for security improvement:

Strength is essential to effective security fencing. Since the purpose of a high-security fence is to deter, delay and deny intruders, it must have the physical strength to withstand multiple forms of abuse. On a material level, steel fencing solutions offer a considerable advantage in this regard. Select systems can withstand vehicular ramming and remain a barrier to trespassers. When steel security fences are galvanized and finished with a weather-resistant powder-coating, they can withstand long-term corrosion, ensuring they stay strong throughout their lifecycle.

That said, strength can also include resistance to more sophisticated tampering from semi-skilled intruders. Whereas some fences may do little to hide the connections between picket and rail, industry-leading high-security fencing solutions utilize hidden fastener systems to increase resistance to vandalism and tampering. This, combined with seamless picket to rail connections, contributes to a high-security fence with the strength to withstand a wide range of physical attacks.

By explaining how a fence's material and design relate to resistive strength, fencing professionals can help project owners choose a system that meets their perimeter security goals.

Considered design improves security fence capabilities. Similar to how a fence's design contributes to its strength as a system, high-security fences that are engineered to be compatible with other security measures can bolster the overall security a property can have. This can include rails that can accommodate data and communication cables (IDS) to support surveillance efforts. It can also mean fences that do not obscure sightlines across an entire property. Whether through physical sight or CCTVs, seeing an incoming threat before a perimeter breach buys occupants precious time to contact authorities and engage in established security protocols.

Further increasing the amount of time occupants have to respond to an inbound threat, anti-climb fencing makes it more difficult for would-be intruders to scale a fence. When this picket-and-rail design is incorporated into a fence that is rackable to follow changes in landscape, it supports a high-security fencing solution that is resistant to multiple non-violent forms of intrusion to heighten the overall security these fences offer.

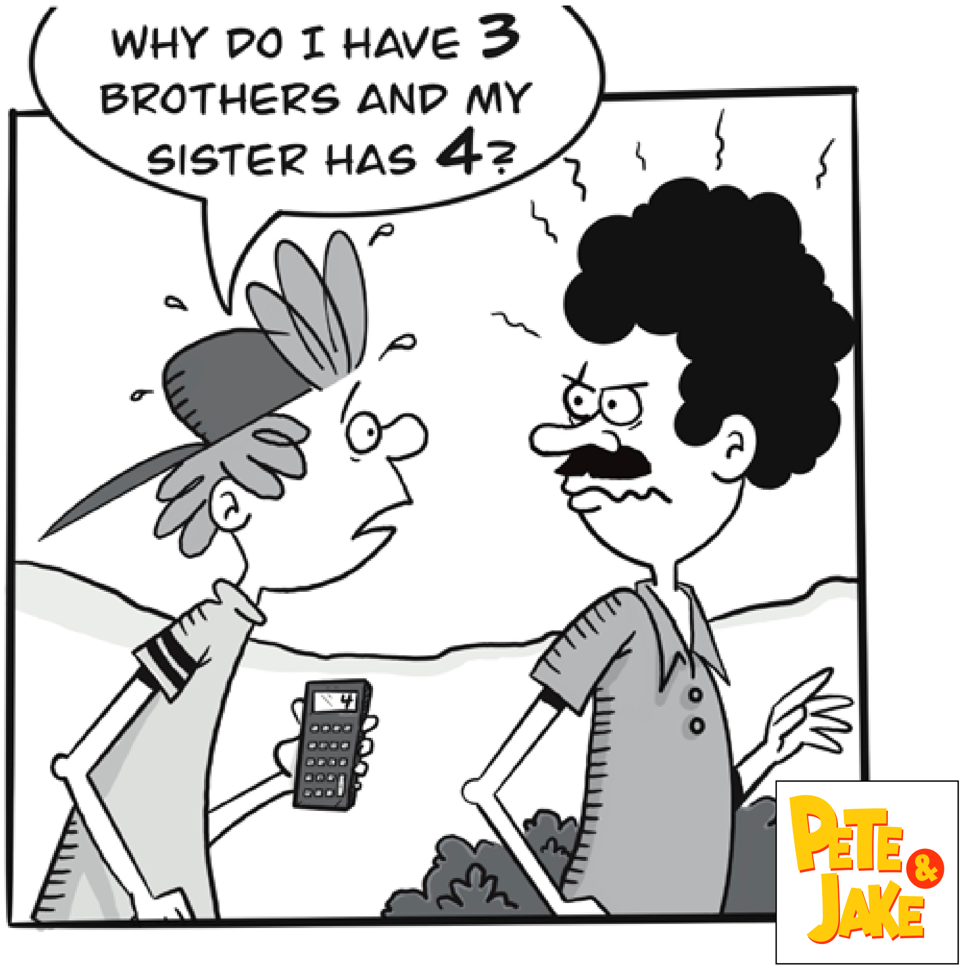
Enhanced perimeter security with a modern look. While the most important criterion for selecting a high-security fence is how it performs when installed, enhanced property security should not come at the expense of a beautiful exterior. For commercial properties, the aesthetics of a landscape, fencing included, may influence business and contribute to general employee attitudes about the company.

When a high-security fence offers a range of design options and a sleek, minimalist design, it can help create an exterior that is both secure and aesthetically pleasing. As a result, these fencing solutions provide enhanced security without raising concerns for visitors and occupants.

Learn more at *fortressbp.com*.

Photos courtesy of Fortress Building Products

Ipe Woods USA Marks 8 Years of **Growth, Customer Trust, and Commitment to Sustainable Hardwood**


WHY DO I HAVE 3 BROTHERS AND MY SISTER HAS 4?
PETE & JAKE

Ipe Woods USA is celebrating eight years in business as a national supplier of premium hardwoods. With thousands of customers served each year and a team bringing decades of industry experience, the company has grown steadily from a small supplier to a go-to source for builders, contractors, and homeowners alike.

Founded in 2017, Ipe Woods USA entered the market with a clear goal: to make high-quality exotic lumber more accessible—without cutting corners on service or sustainability. From the beginning, the company has focused on more than just sales. It built its reputation on knowledgeable support, transparent processes, and honest communication.

"We knew early on that if we just did things the right way—putting people first and backing it with real product knowledge—we'd stand out," says founder Steven Rossi. "That's what's kept customers coming back year after year."

DOING THINGS RIGHT, FROM THE FOREST TO THE JOBSITE

Ipe Woods USA sources its lumber exclusively from mills that meet rigorous environmental and legal standards. With rising demand for exotic woods like Ipe, Cumaru, and Tigerwood, the company has remained committed to responsible sourcing and proper documentation, ensuring customers receive authentic material they can rely on.

"Sustainability isn't just a checkbox for us," Rossi explained. "It's baked into every decision—from who we buy from to how we educate customers about what they're getting."

A TRACK RECORD OF TRUST

Over the years, the company has quietly built a reputation for consistent service and solid results. Customers often cite the company's knowledgeable staff, responsive communication, and attention to detail as reasons they return for future projects. Whether it's a residential deck or a large commercial build, Ipe Woods USA aims to provide not just wood, but peace of mind.

The team offers guidance on product selection, freight coordination, and project planning—serving as more than just a supplier. That hands-on support, combined with clear quoting and shipping processes, has helped customers feel confident in what can often be a confusing and inconsistent market.

LOOKING AHEAD

Now entering its ninth year, Ipe Woods USA continues to invest in tools and systems that make the buying process smoother. From real-time inventory tracking to educational content and new AI-powered support tools, the company is focused on staying useful to both experienced professionals and first-time buyers. Whether you're sourcing lumber for a backyard project or managing orders for a multi-unit development, Ipe Woods USA remains committed to being a resource—not just a retailer.

For more information, visit *ipewoods.com*.

Envision Outdoor Living Products Adds **Wholesale Distributor K+R Building Materials**

K+R Building Materials, based in Jefferson City, Missouri, is the newest distributor for Envision Outdoor Living Products, manufacturer of Envision composite decking and Fairway Railing collection. K+R will offer a diverse array of Envision's decking products to LBM dealers throughout Missouri, Iowa, Kansas, Oklahoma, Nebraska, Arkansas, and Southwest Illinois.

"A multi-generational family-owned business, K+R is known for providing great customer service with a strong, dedicated sales team," says Adam Caplinger, director of sales for Envision Outdoor Living Products. "They will play an instrumental role in helping Envision expand our product offerings and availability across the Midwest."

Through its five distribution centers, K+R sells a variety of building products, including decking, railing, steel deck framing, siding, lighting, and columns, as well as fasteners and accessories.

"We strive to provide a comprehensive selection of innovative products that transform outdoor living spaces," says Tim Hallama, vice president of sales & operations for K+R Building Materials. "With decking and railing collections that combine high performance with eye-catching aesthetics, Envision Outdoor Living Products is an ideal addition to our exterior lineup.

For more information, visit *envisionoutdoorliving.com*.

Feeney's DesignRail Custom Line **Earns CCRR Certification**

Feeney, a leading manufacturer of quality architectural products and pioneer of cable railings, has announced its successful certification of its DesignRail Custom line through the latest Code Compliance Research Reports (CCRR). This critical benchmark reflects Feeney's unwavering commitment to excellence and innovation in the architectural industry, going through the meticulous CCRR process for every facet and component of this extensive line.

DesignRail Custom railing empowers customers to create a tailored, unique, and distinctive solution that meets their aesthetic and functional needs. With a wide array of mounting systems and panel infill designs to choose from, customers can truly personalize their selections. The layered certifications ensure that every choice possible meets stringent safety and performance standards.

The certification reinforces Feeney's commitment to integrity with its customers, ensuring that its innovative products fulfill crucial certification requirements. The meticulous testing process confirms the reliability of the different mounting conditions, supported by performance data provided in the certification report.

"The CCRR from InterTek is essential not just for Feeney, but also for our customers and engineers, architects, project managers, and building departments alike. The report confirms that the products meet strict industry standards, making Feeney a reliable choice," says Brad Adsit, director of product development at Feeney. "Our customers' time is valuable, and the CCRR saves valuable effort when handling documentation, allowing for more confident and timely approvals from inspectors."

The CCRR provides building officials with reliable information needed to approve building construction plans. Each approved certification is developed under the supervision of an InterTek professionally licensed engineer, who is entirely separate from the testing process, ensuring an independent review of the testing necessary to demonstrate compliance with the code takes place. Regular maintenance at Feeney's factory through yearly audits ensures that the certification remains valid over time. The CCRR marks another significant step in Feeney's commitment to adhering to industry standards. It not only showcases its dedication to quality but also reassures customers of its compliance with evolving code requirements.

Learn more at *feeneyinc.com*.

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Simpson Strong-Tie Expands in Chandler, Arizona

Simpson Strong-Tie, one of the world's largest suppliers of structural building products, is expanding its Chandler operations for the third time in Chandler Airport Business Park. The facility will include a training center, small manufacturing department, and warehousing.

The company has continued to grow its Chandler footprint since first locating approximately 12 years ago, starting with 22,000 square feet, then expanding to 32,000 square feet, and now making the jump to 67,000 square feet to support anticipated future demand for its products.

"This is what we're calling Chandler 3.0," says Andre El-Koury, regional director of southwest operations at Simpson Strong-Tie. "We know how important our Chandler facility is to support our customers, and that's why we have continued to expand here."

Simpson Strong-Tie plans to occupy the new Chandler 3.0 location later this fall and be fully operational by the start of 2026. The company currently employs 12 people at its Chandler site, expects to hire for a few new positions soon, and sees potential to double its headcount in the coming years.

Learn more at *strongtie.com*.

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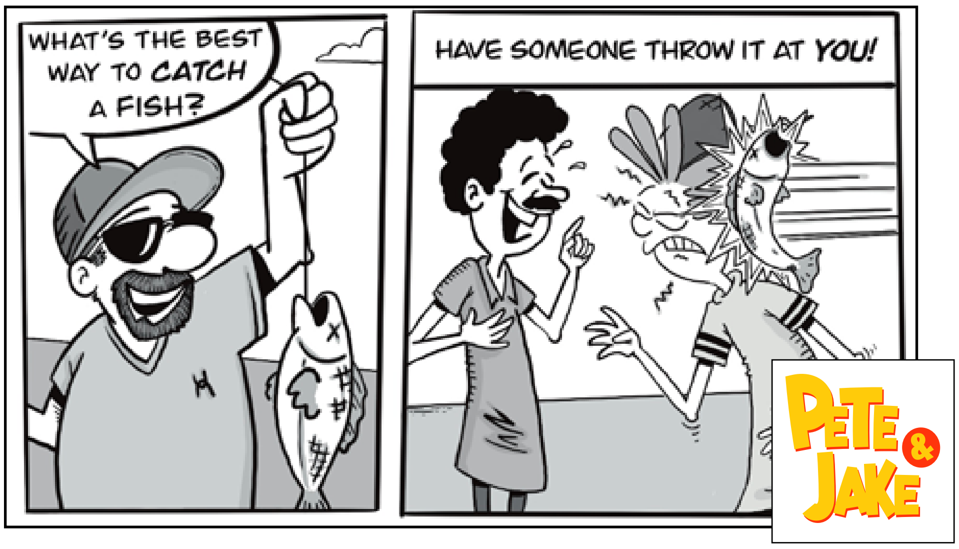
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Deck Specialist Launches **New Podcast Featuring Vanilla Ice** as First Guest

Deck Specialist, the leading North American magazine for outdoor living professionals, has officially launched the *Deck Specialist* Podcast. The inaugural episode featured Rob Van Winkle—better known as Vanilla Ice—who shared insights into his second career as a luxury builder, TV personality, and outdoor design enthusiast.

In the debut episode, sponsored by Regal ideas, Vanilla Ice discussed his journey from pop culture icon to construction expert, lessons learned from decades of flipping high-end homes, and his love for outdoor design. The new podcast series offers conversations with builders, designers, and business leaders who are shaping the future of decks, patios, and outdoor spaces. With a focus on real-world experiences and expert strategies, the podcast is a natural extension of *Deck Specialist's* mission to inform and inspire professionals in the decking and building materials industry.

"We're excited to bring our readers and industry pros a new way to connect with the voices driving innovation in outdoor living," says Sara Graves, host of the podcast, and editor of *Deck Specialist*. "Launching with Vanilla Ice allows us to highlight both the craftsmanship and the energy that define this industry."

The *Deck Specialist Podcast* is available now on all major podcast platforms. Additional episodes will be released throughout the year, featuring interviews with contractors, product innovators, and business experts across North America.

Deck Specialist is a North American magazine and online resource focused on the lumber and building materials industry, specifically decks and outdoor living projects. It's a trade publication designed for professionals in the building products sector, including builders, contractors, and decision-makers. The magazine provides inspiration, business strategies, and industry insights through articles, videos, and profiles of the best outdoor living products.

Trex Broadens Western U.S. Reach Through **Expansion With IWP**

Trex Company, Inc., the world's largest manufacturer of wood-alternative decking and residential railing products, is expanding its partnership with International Wood Products, strengthening its presence in the Western U.S. through increased channel support and enhanced product accessibility. As part of this initiative, IWP will now exclusively stock Trex® decking and railing at its newly opened facility in Salt Lake City, Utah, and continue to do so at all six of its distribution centers across the region.

This development builds on the long-standing success of the Trex-IWP relationship in the Pacific Northwest and California. The addition of IWP's new facility will further bolster Trex's coverage in the Intermountain West, a key growth area within the national housing market, while complementing the company's existing distributor relationships across the region.

"This expansion further strengthens our world-class distribution network which supports market growth and drives customer success," says Kevin Brennan, vice president, North American Pro Channel Sales at Trex. "IWP has proven to be a strong Trex partner, and we are pleased they will be expanding their footprint in a region with significant opportunity."

"We are thrilled to expand our relationship with Trex and look forward to bringing another great product to our valued customers in Utah and across the Intermountain West," says Josh Hamilton, president of International Wood Products. "Our relationship with Trex has been built on mutual trust and shared values, and we are incredibly proud of the success we have achieved together. By exclusively stocking Trex decking and railing products at all six of our distribution facilities in the West, including Salt Lake City, we will offer a comprehensive selection of premium solutions to our valued customers across the region."

STRATEGIC HIGHLIGHTS:

- ***Expanded Market Coverage*** – Strengthens Trex's presence in Utah and across the Intermountain West, reinforcing the brand's commitment to serving the growing housing market with reliable access to industry-leading products.
- ***Comprehensive Product Availability*** – IWP will stock the full line of Trex decking and railing products, including the new Trex Select™ aluminum and Trex Enhance™ steel railing systems, offering solutions for a wide range of product types and budgets.
- ***Sustained Channel Investment*** – This move underscores Trex's strategy to support continued conversion from wood to composite decking and to double its share of the $3.1 billion residential railing market over five years.

This expansion reinforces Trex's ongoing commitment to channel excellence, long-standing distributor partnerships, and the delivery of high-performance, sustainable outdoor living products.

To learn more, visit *trex.com*. For more about IWP, visit *iwpllc.com*.

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Woodgrain to Distribute NewTechWood from Phoenix Location

NewTechWood, a global leader in exterior building solutions, and Woodgrain, a leading manufacturer and distributor of millwork and building materials have announced a new distribution agreement bringing NewTechWood's innovative product line to Woodgrain's Phoenix distribution center, strengthening service capabilities across the Southwest.

"Partnering with Woodgrain's Phoenix team is a strategic step in our continued commitment to making sustainable, high-performance building products more accessible to contractors, builders, and homeowners throughout Arizona and the surrounding region," says Richard Lam, president at NewTechWood America.

As a result of this new partnership, dealers and professionals in the area will benefit from:

- *Faster product availability for NewTechWood's siding and cladding collection*
- *Localized support and expert guidance from Woodgrain's trusted team*
- *Access to merchandising tools, displays, and marketing resources*

"We're excited to offer NewTechWood's full range of eco-friendly, low-maintenance siding materials to our Phoenix customers," says Ken Schmitt, COO of Woodgrain's Distribution division. "We have seen strong success with this product line across our Kelleher distribution locations, and we are confident it will resonate just as well in the Phoenix service area. With growing demand for durable, visually appealing exterior solutions, it is a natural fit for the market."

As the category continues to grow in the U.S. market, this partnership ensures that customers in the Southwest market have reliable access to one of the industry's most trusted brands—backed by the distribution power of Woodgrain.

For more information, visit *newtechwood.com* or *woodgrain.com*.

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W. R. Meadows Launches CRISTALLUM for Superior Concrete Curing

W. R. MEADOWS, a recognized leader in the construction materials industry, has launched CRISTALLUM, a premium-grade, clear, water-based concrete curing compound engineered to deliver outstanding performance while preserving the aesthetic appearance of freshly placed concrete.

CRISTALLUM is specifically designed for use on both interior and exterior, vertical and horizontal surfaces where visual appearance is of critical importance during the curing process. Once applied, CRISTALLUM forms a clear, premium-grade film that optimizes water retention, helping to create a harder, denser finished concrete surface while allowing the natural beauty of the concrete to remain visible throughout the curing period.

This innovative product fills a crucial gap in the concrete curing market by offering a high-performance solution that addresses both technical and aesthetic demands. CRISTALLUM's clear, dissipating formulation makes it an ideal choice for a wide range of applications, including exposed floors, architectural concrete, decorative surfaces, and polished installations. After dissipation or proper removal, surfaces treated with CRISTALLUM are ready to accept paints, resilient tile, flooring adhesives, and other coatings. Providing a range of benefits, including improved resistance to cracking, abrasion, and chemical attack, CRISTALLUM enhances both compressive and tensile strength while minimizing common surface defects such as thermal cracking, hairline checking, dusting, and shrinkage. CRISTALLUM is furnished as a true water-based, ready-to-use product, and applies easily with standard commercial spray equipment and meets current VOC compliance regulations, offering contractors a convenient and environmentally responsible curing solution.

"With CRISTALLUM, we're giving contractors and design professionals a high-performing product that doesn't compromise on appearance," says Jim Becker, product group manager for construction liquids at W.R. Meadows. "It's a solution that meets the growing demand for clarity and performance in one package, especially for projects where visual impact matters just as much as durability."

Learn more at *wrmeadows.com*.

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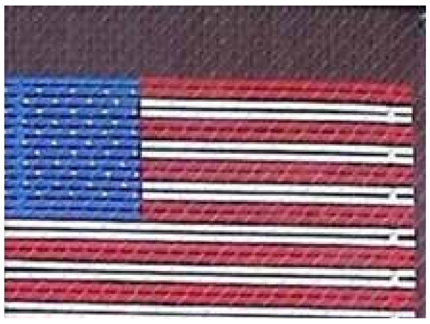

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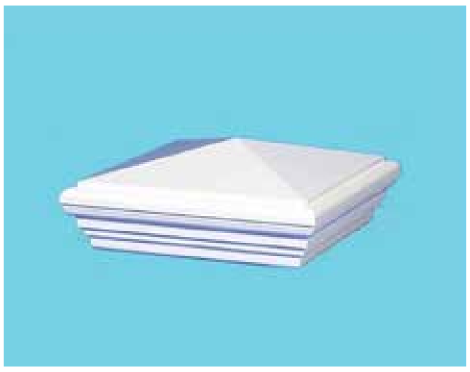

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Growing in Commercial Marketplace by Embracing Changing Workforce Demographics

by Robert A. Miller, PSP, CDT, CSI
Imperial Professional Consulting Services

My articles for *Fence News* are always intended to revolve around growing your commercial fence contracting business or transitioning your residential business to handle more commercial work. Over my next three articles, I will review three important developments significantly affecting our industry.

The fact is that the commercial construction workforce, including fence, is experiencing a significant demographic shift, facing a critical labor shortage and undergoing a technological transformation.

OVERVIEW OF CHANGING WORKFORCE DEMOGRAPHICS.
The workforce, the construction managers and the design teams are aging. The largest problem is that there is a generational gap between those close to retirement and those entering the workforce. There is a "brain drain" of institutional knowledge occurring as experienced workers retire. In order to fill this void, there is increasing effort to recruit women, minorities and other underrepresented groups. Suddenly, there is mix of generations, cultures, and lifestyles. This is an amazing opportunity for the construction industry, especially the fence industry, to embrace this shift and grow our industry in ways we never have!

The challenge is how do you embrace it?

BE PATIENT AND KIND. Different methods, ideas and changes to "the way we've always done it" can be frustrating. Practice listening and keep an open mind. The intern architect who is questioning your shop drawing may be looking to learn and understand the product better; not necessarily trying to make your life difficult.

BE A MENTOR. Sharing your knowledge and experiences is as valuable to you as it is to the person you are sharing it with. If you see a young professional struggling, take the time to teach them about the product, the installation, or the application. Not only is it rewarding to share your experiences (Who doesn't like talking about themselves!), you will get a lifelong friend and colleague out of the effort.

DO SOME RESEARCH AND LEARN. Don't resist change. When a new concept or idea is presented, spend the time investigating it. Understand it and see what potential the idea may have in improving your business and methods.

EMBRACE DIVERSITY. This can be a dicey subject in today's US construction world. The fact is that great ideas and innovation come from who the person is, not where they were born, what language they speak or what lifestyle they choose. We need diverse ideas to make our industry better and more successful.

As you grow your business, success is measured by the satisfaction you gain. That may be making more money, having more family time or growing more relationships. None of that can happen unless you embrace the changing workforce!

With nearly 40 years of experience in the fence industry, Robert Miller is president of Imperial Professional Consulting specializing in the perimeter security industry. He is committed to lifelong learning to ensure that the latest trends and standards of the industry are being utilized for complete and effective perimeter security solutions.

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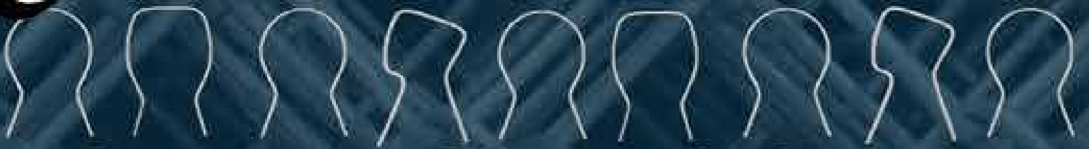

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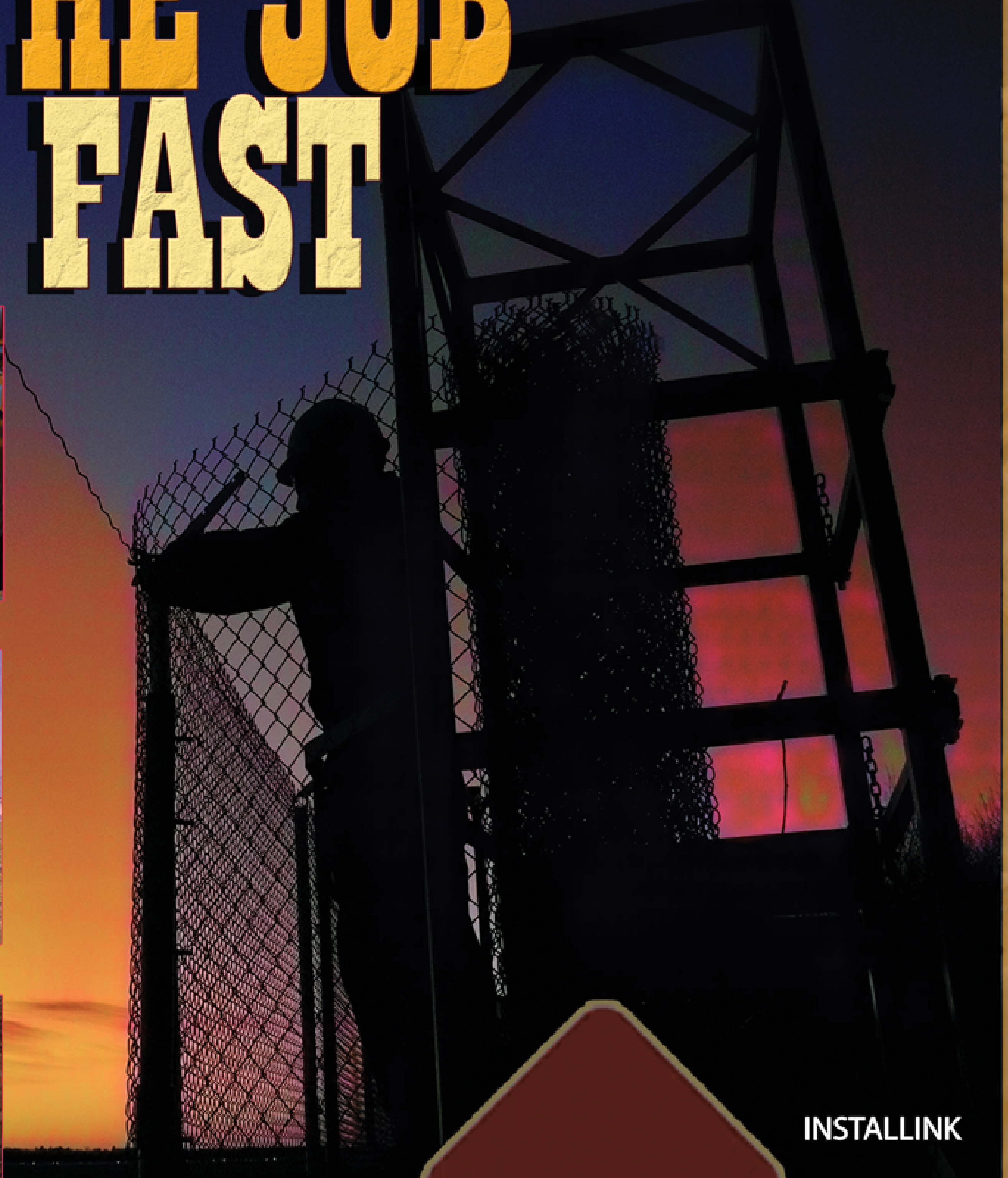

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Risky Business: Competing in the Fence Industry in 2025-2026

by Mark Levin, CAE, CSP
executive vice president, Chain Link Fence Manufacturers Institute | 2022 Inductee, American Fence Association Hall of Fame

I have talked in this column before about one of the reasons people like the fence industry is the fact that many, if not most, of the successful companies in the industry started off by someone taking a risk. Somebody took the risk of starting a new fence contracting company, or a new distributorship or even a new manufacturing enterprise.

That may have been the parent(s) or grandparent(s) of the current owner who handed the company down to the next generation in the family.

It may also have been two companies merging together, where the risks are being shared by buyers, sellers and other investors.

Or it may have just been a person, or a group of people, who saw opportunities in the fence industry, and decided to take a chance (a big chance!) to start a new company from scratch.

The one thing they all had in common was the courage to take a risk.

Let us consider what men and women with that kind of courage would face in the fence business in the United States in 2025:

1. **ANTICIPATING INFLATION (GOOD LUCK!).** You thought inflation was going to cool off or at least remain the same. As of the end of August, it was still rising. Many suppliers are hedging against a greater rate of inflation, raising prices now to cover the anticipated increases in the cost of materials in the extremely near future. What are you going to do about you that – raise prices to your customers or eat the increases?

2. **OVERCOMING LABOR SHORTAGES.** Finding employees has always been easy if you are willing to pay them more than your competitors. The problem today is that your competitors are not just other fence industry companies. They are companies from a huge cross-section of industries. And do not forget – even paying the highest wages is only an incentive until those competitors raise their pay scale (like, maybe month, or next week or next shift).

3. **UNDERSTANDING THE CHANGING REGULATORY CLIMATE.** This is an area where a lot of new companies have come to realize fear. When regulations that once required laws to be passed by a legislative or regulatory body (usually taking a year or more) are now announced and implemented overnight by the wave of an Executive Order, even the most experienced owners and managers are reaching for their upset stomach treatment of choice.

4. **MEETING TECHNOLOGY TIMETABLES (SORRY, YOU ARE ALREADY TOO LATE).** Even if you can remember when the first cell phones came out, most of your customers cannot, or do not care (probably both). They only want to know if your company is using the latest technological innovations to manufacture, deliver or install their perimeter security system. Even for the smallest businesses, this can be a major financial investment. (Note: Make sure everything on your company's website, from marketing materials to technical guides, is smartphone and tablet compatible. Nearly two-thirds of users are connecting with you that way, often on jobsites.

5. **EXCEEDING CUSTOMER EXPECTATIONS.** Ah, the eternal challenge of business. Actually, that is not accurate. The real eternal challenge of business is identifying customer expectations. Let's face it – there are a lot of hesitant buyers out there right now. Companies need to spend some money (here we go again) doing customer research to try to pinpoint what customers expect at every step of the transaction.

6. **IS IT ALL WORTH IT? HECK YES!** I do not know many people in this industry who are not glad they took the risk. Even if things do not work out the way you thought they would, or as soon as you thought they would, there is something special about accepting the risk. Even that "fear of failure" everyone goes through gives you a little shot of energy to move on and get to work. And, of course, there are always the great people who make this a wonderful place to be.

Or, to put it all into one sentence:
Entrepreneurship: Where every day is Bring Your Fire Extinguisher to Work Day.

As executive vice president of Chain Link Fence Manufacturers Institute for 38+ years, Mark Levin is also an author and avid promoter of the fence industry. He believes in the successful leadership qualities he promotes, including listening, delegating, consensus building, communications and effective decision-making.

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Helping Teams Move from Problem to Solution

by Michael Reed
executive director, American Fence Association

Challenges in your business, or in our industry, rarely come with easy answers. A single point of view, no matter how experienced, can only take you so far. Real progress happens when leaders are intentional about how they bring people together, when they frame the right problems, gather the right voices, and create the right conditions for problem-solving.

FIRST DEFINE THE PROBLEM

Too often, we rush to solutions without pausing to ask, "Are we solving the right problem?" Intentional leaders know that creating impact begins with clarity. They aren't afraid to name the hard issues and put them in front of others. Whether it's workforce shortages, improving gate safety or working together to improve the entire customer experience, progress starts by stating the problem in a way that invites people to help solve it.

Our industry's workforce pipeline is a clear example. It's not just about filling jobs—it's about building career opathways that attract and retain the next generation. Leaders who clarify the challenge give others an invitation to contribute meaningfully.

GATHER THE RIGHT VOICES

No leader succeeds alone. The best solutions come when different perspectives are welcome in the same room.

Done intentionally, this avoids the trap of groupthink. Collaboration is not about everyone nodding in agreement, it's about encouraging constructive tension. When we invite differences of opinion, we create the space for better answers. At AFA, our task forces have proven this time and again. The FencePulse CX project didn't come from one voice. It emerged because volunteers brought different experiences and a shared commitment to improve the customer experience.

ADJUST THE THERMOSTAT

Good collaboration is not a straight line. Sometimes leaders must "turn up the heat" by asking hard questions or challenging assumptions. Other times, they need to "turn it down" to encourage people to share bold, untested ideas.

Deliberate leaders adjust the thermostat. They create energy without chaos, and safety without complacency. That balance is where breakthrough thinking happens.

FROM COLLABORATION TO ACTION

Collaboration without execution is just conversation. Leaders must take the energy of collaboration and convert it into results, moving from ideas to pilot programs, from discussion to decisions, from possibility to progress.

Our industry was built on this. AFA was born out of a crisis in the 1950s, when contractors and suppliers came together not just to talk, but to act. They seized the moment and built an organization that still serves the industry today.

IMPACT WITH INTENTION

None of this happens by chance. Challenges aren't solved by waiting for the perfect moment or plan. They're solved when leaders are intentional. When they clarify the problem, assemble the right perspectives, adjust the heat, and push for action.

Leadership is not about reacting to problems as they arise. It's about designing the conditions for progress and having the courage to act.

So, here's your invitation. Look around your company, your team or the industry. What issue needs your intentional leadership? What collaboration needs your influence? Don't wait for someone else to step up. Be the leader who creates impact with intention.

Michael Reed has been involved with the American Fence Association for nine years, the last three serving as the executive director. Michael loves AFA's history and culture and believes in the power of associations to solve problems big and small. He's focused on building an AFA that develops leaders, increases professionalism, and plays a leadership role in our industry's growth and success. His passion is leadership, and he's currently finishing his doctoral dissertation on trust and leadership development.

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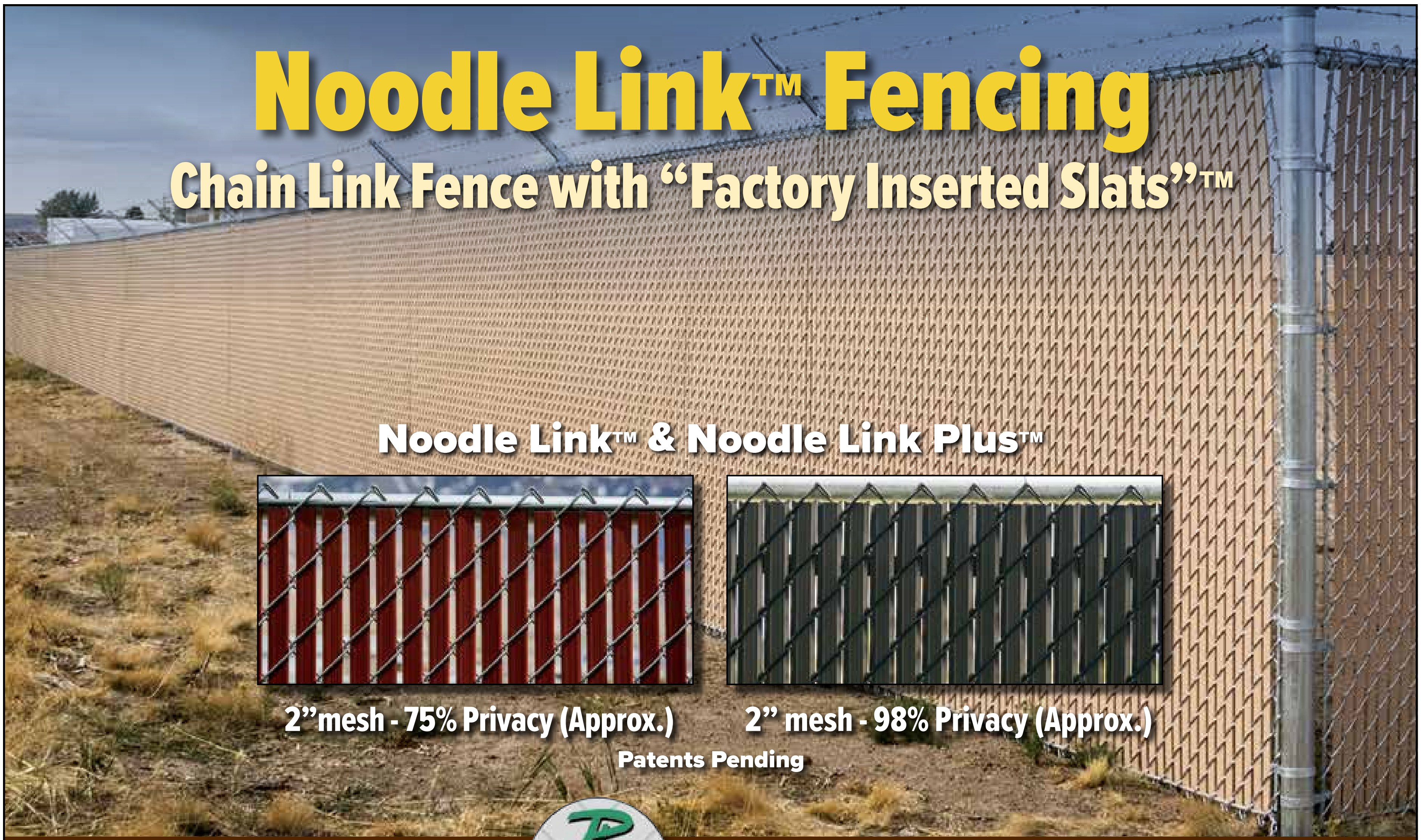

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START-UP STORIES

ROBERT WHITTAKER

MAGNOLIA FENCE & PATIO
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Those on the outside may think owning and growing a business is glamorous. They see the current building, the staff, the equipment and the profits. What they don't see are the startups. The small beginnings, the ever-present worry, the dreams and the everyday decisions that can either make it or break it.

Fence News honors those who put their hat in the self-employment ring and built their business one small step at a time.

Success Comes Through Patience

After graduating from Texas Tech University, Robert Whittaker embarked on a journey that led him to establish two thriving landscape and irrigation companies across Texas. As he and his teams brought the outdoor dreams of their customers to life, he also recognized these same customers had a need for hardscape construction. Fast forward to today, and Magnolia Fence & Patio is an $8 million operation in Fort Worth, Texas.

Magnolia Fence offers a variety of residential and commercial outdoor options, from complete patio builds to outdoor kitchens, stonework, and fence staining and repair.

"In the beginning, we started like everyone else - out of the back of a borrowed truck, with tools we would never consider using now and had a 'whatever it takes' approach," says Whittaker. "We eventually found our expertise and that's where we put our focus."

Looking back, Whittaker says during this time he learned that success comes from patience. "We were in such a hurry to get big we missed relationships, got burned out and didn't enjoy it as much as we should have. I wish we would have relied on other experts and mentors to get us through some of our early days. The biggest piece of advice I give to anyone is that patience is a superpower and it will beat grit and hard work in the long run. Life is challenging enough, I wish we had not added to that by chasing a new challenge instead of being committed to what we knew how to do."

After Magnolia Fence was an established business, Whittaker launched Purple Coaching & Consulting to support other businesses.

"At Purple, we focus on leadership and everything that goes into it. If you trust your vision, your process and your people you don't need to rush to get to where you are already going," Whittaker says. "We don't have to be experts in a specific industry because we are experts in people and people are in every industry. We have lots of resources and open doors to lean on our connections to help any of our clients grow and go."

Whittaker says the success of both Magnolia & Purple comes from a culture of teamwork. "Once I realized people are the best multiplicator of significance we took off. We are on a mission to change the way people view contractors through exceptional service. We believe we can do this by changing the way we view ourselves. We are not contractors we are connectors. We love making a meaningful impact in our community and across the country weather at Magnolia or Purple." Whittaker says both Magnolia Fence and Purple Coaching are in a growing season. "We have an incredible team and together we plan to grow our patio, residential fence and commercial business to $15 million over the next three years. We also are excited to grow our construction division doing commercial build outs and land development in the next 5-10 years. Our fence company currently has two locations and at Purple we service the entire United States. We're excited for this growth and to ultimately serve our customers better than ever before."

For more information, visit *magnoliafenceandpatio.com or purplecoaching.com.*

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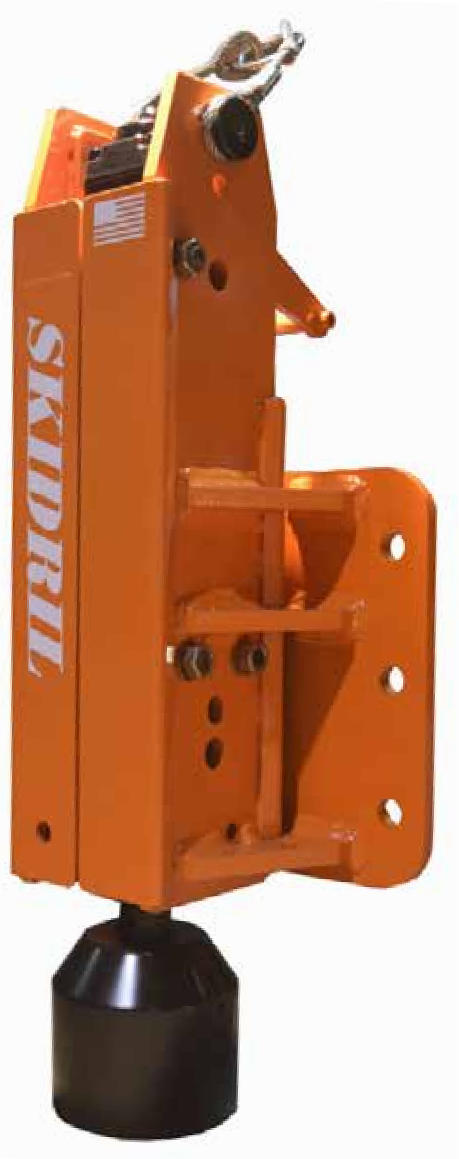

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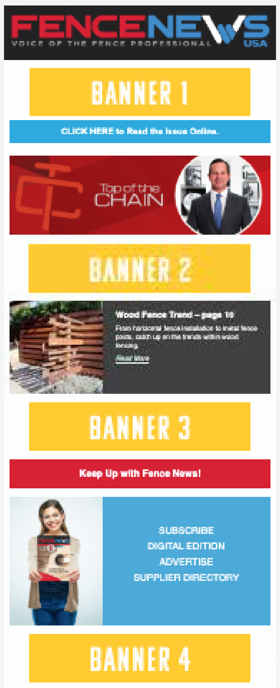
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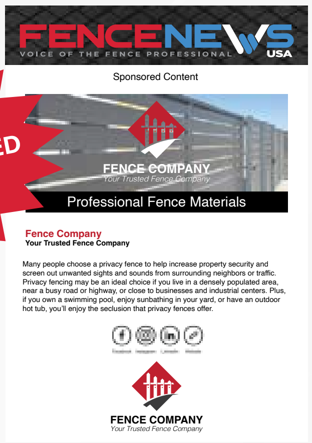
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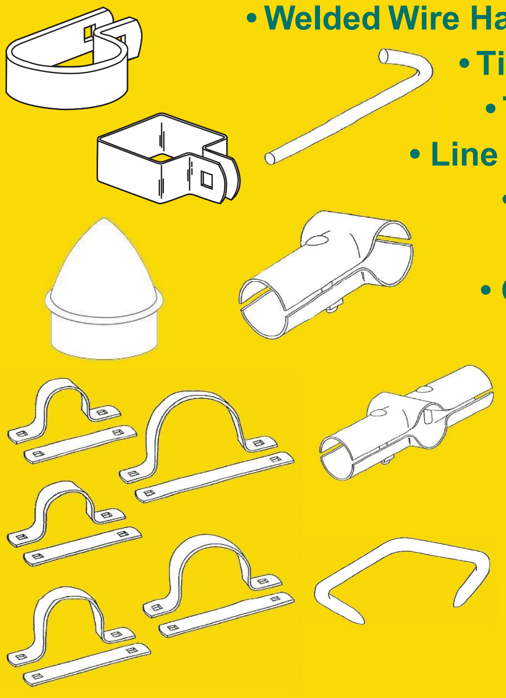

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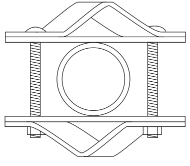

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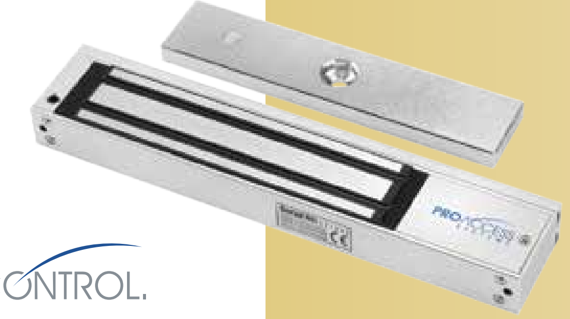

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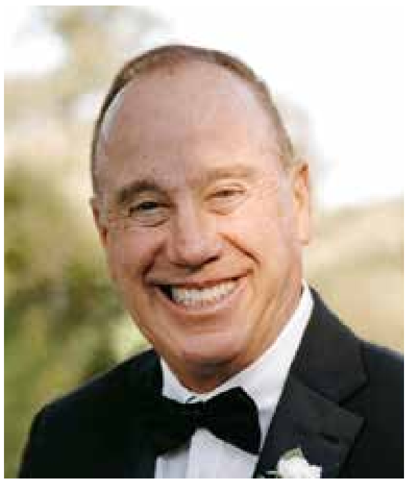
IN MEMORIAM

ERIC STOLL

May 23, 1986 – August 8, 2025

Eric Stroll, owner of Old South Wood Preserving, passed away on August 8. Old South Wood Preserving specializes in treated timbers of all sizes, fencing products, and pint tongue and groove products. Since it's founding in 2021, the company has served the post frame building industry throughout the southeastern United States. Eric's leadership, vision, and dedication built the foundation of what the company is today.

IN MEMORIAM



MARTY DRAIN

March 20, 1959 – August 15, 2025

Marty Drain of Clarksville, Maryland, passed away on August 15, 2025. Marty was committed to working hard at a young age. In 1979 he joined Sonco Fence where he was soon promoted to salesman. Marty is credited as an instrumental part of the growth and success of Sonco Fence where he worked in sales for 34 years. He ended his tenure at the company as Executive Vice President. Marty went on to become a pillar in the commercial fence industry as Executive Sales Manager at Stephens Pipe and Steel.

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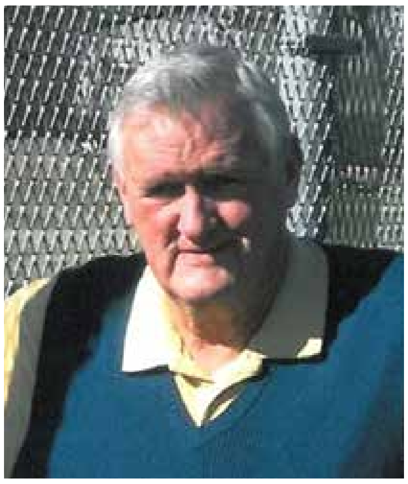

LARRY VISE

October 25, 1937 – June 7, 2025

Larry Vise passed away after a brief illness on Sunday, June 8, 2025.

After honorably serving in the United States Marine Corps, Larry eventually joined Hackney Manufacturing, at the time the largest chain-link manufacturer in the U.S., where he was instrumental in driving their success as a leading sales and marketing manager. Larry's drive for personal success and professional challenges opened an opportunity with a business partner to form Vanguard Manufacturing Corporation in Bessemer, Alabama. Vanguard grew to become one of the top and most respected Chain-Link Manufacturers in the Southeast and Midwestern regions.

Upon selling Vanguard Corporation, Larry transitioned into an executive role with Alabama Metal Industries Corporation (AMICO) where he was instrumental in developing the highly effective and successful Secura-Mesh Fence System and the ANC Non-Conductive Fence System. The products that Larry helped develop are widely utilized in the security industry today.

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Farmfencesolutions.com
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International Pool/Spa/Patio/Expo - Deck Expo
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Thorton Fence Consulting Group
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November 3

Fence-N-Florida
October 16-17
November 20-21
December 6

Fence-N-Tampa
December 3

Comprehensive Project
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July 14-September 8

Solution-Based Sales Clinic
July 14-September 8

AMERICAN FENCE ASSOCIATION (AFA) EVENTS

AmericanFenceAssociation.com

Gulf South Chapter Testing Event
October 4
Controlled Products Systems Group
Baton Rouge, Louisiana

North American Deck and Railing Association Decks Done Right Education Program
October 9-12

"The Deck Business Blueprint" - Legacy Decks Academy
Las Vegas Convention Center
October 22-24

AFA Certification Testing Event
October 23
Oahu Veterans Center
Honolulu, Hawaii

Carolinas Chapter Clay Shoot Event
November 6
Fuquay Varina, North Carolina

AFA Certification Testing Event
November 8
Embassy Suites by Hilton Grapevine
Grapevine, Texas

Veterans in Fence Forum
November 11

Deck Evaluation/Inspection Certification Program
November 11

AFA Certification Testing Event
November 12
Controlled Products System Group
Temple, Arizona

Women in Fence Forum
November 13

Northeast Chapter Holiday Party
December 1

Northeast Chapter Holiday Party
Beauport Hotel
December 12

AMERICAN FENCE ASSOCIATION (AFA) UNIVERSITY

Fence Installation School
November 3

Gate Automation Installation School
November 3

Operations Manager School
November 3 & 6

Fence Contractor Business School
November 3 & 6

Leadership Academy
November 3

Sales Training School
November 3

If you have a fencing industry event you'd like included in an upcoming issue, please email the information to: editor@fencenews.com.

Get out of the dark!

Enhance your outdoor living spaces with our low voltage lighting.

Low Voltage Lighting

Cape May Halo

Post Cap Light

SIZES OFFERED
3-5/8", 4", 4-1/2", 5", 5-5/8", 6"

Cape May Scalloped

Post Cap Light

SIZES OFFERED
3-5/8", 4", 4-1/2", 5", 5-5/8", 6"

Cape May Downward

Post Cap Light

SIZES OFFERED
3-5/8", 4", 4-1/2", 5", 5-5/8", 6"

Haven Halo

Post Cap Light

SIZES OFFERED
3-5/8", 4", 4-1/2", 5", 5-5/8", 6"

Haven Scalloped

Post Cap Light

SIZES OFFERED
3-5/8", 4", 4-1/2", 5", 5-5/8", 6"

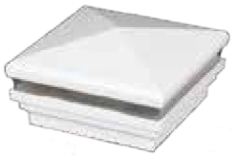
Haven Downward

Post Cap Light

SIZES OFFERED
3-5/8", 4", 4-1/2", 5", 5-5/8", 6"

Neptune Halo

Post Cap Light



SIZES OFFERED
3-5/8", 4", 4-1/2", 5", 5-5/8", 6"

Neptune Scalloped

Post Cap Light

SIZES OFFERED
3-5/8", 4", 4-1/2", 5", 5-5/8", 6"

Neptune Downward

Post Cap Light

SIZES OFFERED
3-5/8", 4", 4-1/2", 5", 5-5/8", 6"

Ornamental Downward

Post Cap Light

SIZES OFFERED
2", 2.5", 3", 3.25", 3.5"
4", 4.25", 4.5", 5", 5.5"

Ornamental Combo

Post Cap Light

SIZES OFFERED
2", 2.5", 3", 3.25", 3.5"
4", 4.25", 4.5", 5", 5.5"

Ornamental Halo

Post Cap Light

SIZES OFFERED
2", 2.5", 3", 3.25", 3.5"
4", 4.25", 4.5", 5", 5.5"

Galaxy

Post Cap Light

SIZES OFFERED
4", 5"

Low Voltage Landscape and Decorative Lighting

Path Light

w/4" & 7" Shade Reflector

Spot Light

Adjustable Angle

Hardscape Light

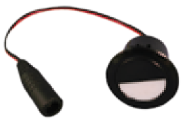
Bistro String Light

Dome Side Light

Scalloped Dome

Side Light

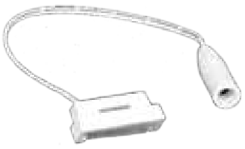
Recessed Riser Light



Flush Deck Light

w/trim ring

Ornamental Side Light



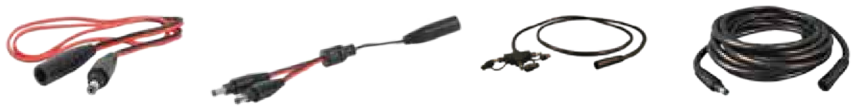
Stair/Side Light

w/ (2) ea. Covers

12 Volt 50 Watt DC

Smart Power Supply w/photo eye,
timer, WiFi and bluetooth

Harnesses & Splitters



Harnesses Available in:
2', 5', 7', 9' & 25'
2 & 5 Way Splitters
Lanscape Harness with Tee Connectors
4', 8' & 12'

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THE NAME YOU TRUST

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MASTER
HALCO®
Fence & Deck Supply

For the past three years, we've been expanding our product offering—growing beyond fencing to include decking, railing, and outdoor structures. Now, we've introduced a logo update to match that evolution.

Our new descriptor, Fence & Deck Supply, reflects more than just what we sell. It represents our commitment to being your one-stop-shop for premium outdoor building products. Whether you're securing a property or building a backyard retreat, Master Halco has the materials, expertise, and trusted support you need to get the job done right.

Find your local Master Halco branch and contact us today!

MASTER HALCO
Fence & Deck Supply

AMERICAN BUILT

MASTERHALCO.COM

CHAIN LINK | ORNAMENTAL | VINYL | WOOD | AGRICULTURAL | HIGH SECURITY
ACCESS CONTROL | CUSTOM GATES | DECKING, RAILING, & OUTDOOR STRUCTURES

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